

THE TIER

SOAP

*A Monthly Magazine
for Soapmakers*

Vol. 1

APRIL, 1926

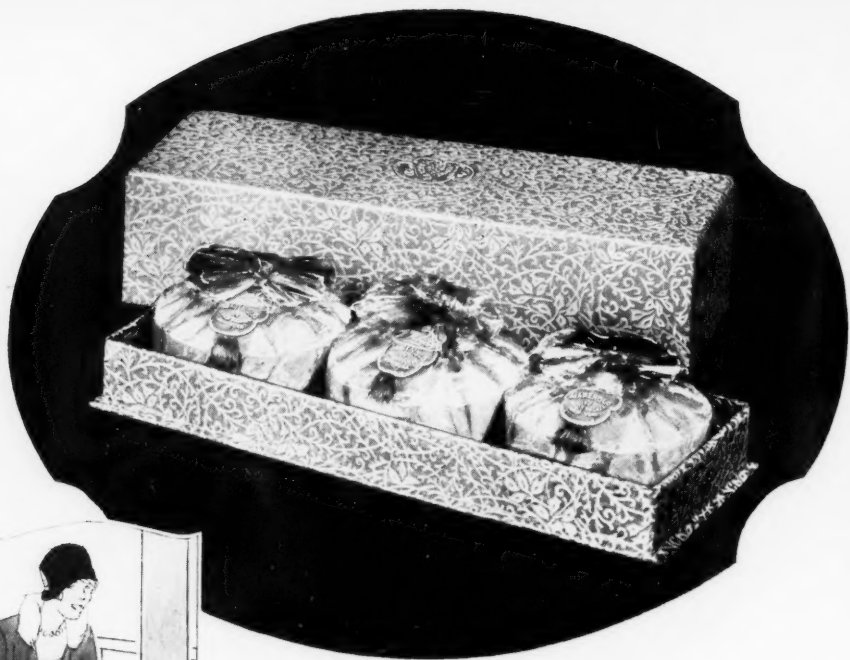
No. 8

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*A Monthly Magazine
for Soapmakers*

Published on the 15th of every month by

MacNair-Dorland Company
INCORPORATED

Ira P. MacNair Grant A. Dorland
136 Liberty St., New York
Telephone, Rector 0849

SUBSCRIPTION RATES—\$3.00 per year. Mailed without charge only to actual manufacturers of soaps, disinfectants, cleaning compounds, household insecticides, and allied products in North and South America and the West Indies, upon written request. Single copies of current issue, 25c postpaid; back copies, 50c each postpaid.

COPY CLOSING DATES—Text on the 7th of the month of issue. Advertising on the 1st of the month of issue.

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Rosin and the Haugen Bill

Up until 1925, the soap industry was one of the largest consumers of rosin, if not the largest. During 1925, rosin prices rose to unusually high levels, as every soapmaker knows, and have remained there. The consumption by the soapers fell off sharply during the year, as might have been expected. Where the soap industry for years was the largest rosin user, complete compilation of the figures for 1925 will probably show that it has dropped to third or fourth position. This has taken place during a period when the consumption of other raw materials has shown a marked increase and soap production has been on the upswing.

This decrease in rosin consumption by the soap trade should cast a rather strong light on the production and marketing situation in naval stores. Whatever that light may show, some of the naval stores people are behind the McNary-Haugen Bill which would permit price fixing under a co-operative marketing arrangement and also nullify the Sherman Act as far as the naval stores industry is concerned. To include naval stores as agricultural products in the Haugen Bill is logically to include also furniture and wood products, vegetable oils, animal fats, and other products just as close to the soil as naval stores.

The Haugen Bill, if it became law would cause serious embarrassment in many quarters, and in the long run, the most serious of all would probably be among the naval stores producers. Where there is an opportunity to push prices up, no matter with how great a degree of fairness and farsightedness a price policy may be determined, the pressure is usually strongest in the upward direction. Prices would naturally stand higher under close control than as a result of the unencumbered operation of the law of supply and demand. These higher prices alone would mean a re-

duction in consumption as was the case during 1925. As evidenced by the soap industry, where the price of rosin is perhaps a bigger factor in its use than in varnish and paper, consumption is inversely proportional to price.

In the higher grades of rosin, WG and WW, the high prices have perhaps less effect on demand than in the lower grades. To force consumers of these lower grades to turn to other products does not augur well for the future. As far as the soap industry is concerned, it has demonstrated that above certain prices rosin purchases must be curtailed. Of the Haugen Bill, it is economically unsound and must eventually act as a boomerang against those very groups which it aims to protect and aid.

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*Sometimes it is "Look before you leap." Then it is "He who hesitates is lost." Even proverbs are available for all occasions, like sales arguments, although they are frequently contradictory.*

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Business and "The Market"

In some quarters, the movements of the New York stock market are accepted as a business indicator of greater accuracy than the statistics covering car loadings, bank clearings, chair store sales, and the like. Just how logical this preference is, remains subject to serious doubts. Nevertheless, there are numbers of level-headed men of industry who are chilled to the bone by a break in security prices such as occurred late in March. Not that they are necessarily interested directly in stock prices, but they see a similar reaction in general business as a subsequent happening. They feel that Wall Street knows in advance of the rest

of the country when ill winds are about to blow.

Securities which represent ownership in thousands of industrial enterprises have been bought and sold on the stock exchanges of the world for years. With identical value represented in an enterprise, sometimes the stock has sold at fifty, and again, as in the "bull" market of the past year, at two hundred. The intrinsic value of property and earnings do not always dictate the price of the stock accurately. When prices rise in a "bull" sweep, the very momentum of the market will carry many issues upward which have nothing to warrant an advance. The same is true of a sharp break. In seething speculation, true evaluation is frequently impossible. Inflation of values is consequently very common.

As to the stock market discounting general business,—it is about time that business began to discount the stock market. Were it a mart of true values, based on business done and money earned on invested capital, industry might well worry. But, it is not. As long as employment is plentiful, and people live well and spend reasonably,—as long as the money market is free, and production and movement of goods holds up,—as long as the lid is not clamped down on raw material purchases,—in short, as long as reason, and not fear, dictates policy, business will be good irrespective of the stock market.

Carloadings continue to show increases this year over corresponding periods in 1925, showing general business conditions still in healthy condition.

Contracts and Protection

When a consumer contracts in advance over a period of months for a supply of raw material, he usually does so for three reasons: first, to secure the lowest, quantity price which goes to contract buyers; second, to establish definitely in advance his cost over the period; and third, to assure an adequate supply of the raw material in question. A manufacturer, knowing that he has enough raw material at a certain price, can contract in turn for the sale of his own finished goods. Much of the uncertainty of fluctuating markets is removed by the definiteness of contract business with responsible houses.

Under the lash of competition, sellers have been in the habit of going somewhat beyond the bounds of a two-sided contract, and have injected the "protection against decline"

clause. This means that in addition to being covered by the price of the contract, the seller also agrees to meet any and all fluctuations which carry competitive prices below that specified in the contract. That this is eminently unfair to the seller, no matter whether the contract is for zinc, soap, or turnips, is obvious. The document becomes merely a free insurance policy for the buyer, and as far as the seller is concerned, it fails to give him the assurance that he will continue to get the business at the contract price.

In the essential oil trade, among the leading importers and dealers, a recent open meeting decided that the practice of giving protection against price decline was unfair, and recommended its elimination as a trade practice. This brought out the fact that for some years, several of the most prominent houses have not been giving "protection." From now on, other firms are apparently going to follow this example. If there be no "exceptions," that is, if the elimination of "protection" is uniformly adhered to through good times and bad, the effect should be toward greater stabilization of the markets. That it is eminently just, and sound in the long run will undoubtedly be admitted by the most hard-crusted buyer.

Prosperity,—for the doctor, it is sickness and plenty of it. For the workman, it is work and plenty of that. For the undertaker, it is more deaths. Just what is this thing we call prosperity?

The musk manufacturers of Europe have combined and artificial musk prices are reported doubled. It is the old story,—if you buy things too cheaply for a time, make up your mind from the very beginning that eventually you will pay the bill in full. The makers have apparently combined because they find prices have been too low for profitable operation.

The legitimate trade associations and other forms of business co-operation are the real basis for promotion of smaller business—Herbert Hoover.

When a man aims at nothing he usually demonstrates his marksmanship by hitting his target.

The Principles Behind Soap Plant Buying

How a Difficult Purchasing Job Has Been Organized on a Scientific Basis at the Plant of Lever Brothers Co.



CONFIRMING purchases to reliable sources of supply because this is most economical in the long run, appears to be one of the outstanding principles behind the buying of raw materials for the American company of the largest soap organization in the world. The assurance and safety which comes from dealing only with reputable, well-known firms, more than pays for itself over a period of years, particularly where the integrity of the supplier is, of necessity because of the nature of the goods, a factor in the transaction.

Proven responsibility and reliability are essentials of the houses from whom Lever Brothers Co. buy raw materials to go into its millions of cakes of Lifebuoy Soap, millions of packages of Lux and Rinso, millions of cakes of Lux Toilet Form, and numerous other products, according to the men of the purchasing division at Cambridge. So much depends on quality being equal to sample, and upon certainty of delivery in accordance with contracts, that the risk of buying from other than reliable sources is considered too great.

To begin with, practically all the products of Lever Brothers' plant are widely advertised in markets which embrace entire continents. The consumption of their goods is so widespread that absolute uniformity is necessary. Each shipment which leaves the plant must be the same as others which went before it. Any changes must be gradual rather than sudden. The consumer for example, looks for every cake of Lifebuoy to have the same shape, color, odor, lathering properties and package as the ones which have been bought in the

past. To change anything is to raise doubts in the mind of the user. Hence, uniformity in finished goods means uniformity in raw materials, which, in turn, means that the definite high quality must be supplied repeatedly.

Because of the tremendous size of the Lever business, all buying has been reduced to a scientific basis. Practically everything which is purchased, is submitted to various laboratory tests, chemical and otherwise. It is safe to say that nothing from the fats and oils which go into the soaps down to the inks on the cartons and paper wrappers; misses a careful laboratory test. Everything is checked up.

As to the basis upon which the extent of purchases of various raw materials is made, this works out the same as in any large manufacturing enterprise. Upon yearly sales budgets, estimated production of different items is figured. From these production estimates, are determined the quantities of raw materials necessary. Some of the raw materials, notably vegetable oils, come direct to Cambridge from the Lever plantations in the tropics. Others are purchased in primary markets, perhaps, but

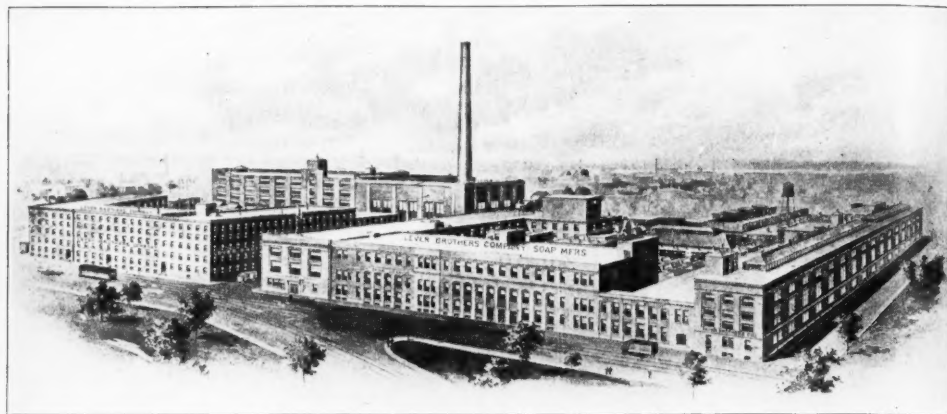
most are bought right here in the United States.

In the case of caustic soda, for example, liquid caustic in tanks is the type purchased. As each car arrives at the Lever plant, it is sampled and the content of solid caustic per unit of solution is determined. This is compared to shipper's analysis and then the content of actual caustic in the car is calculated. All caustic is bought and paid for on a price per 100 per cent of NaOH by special arrangements with the producers.

Just as the purchase of caustic is simplified

"YOU cannot buy questionable goods from questionable sources and be certain that your plant will turn out finished products always uniform and of consistent high quality. Buying only from responsible and reliable sources is most economical in the long run."

This was the key thought which a representative of Soap carried away with him after discussing recently the principles behind the buying of raw materials with the executives of the purchasing division of Lever Brothers Co. at Cambridge, Mass. A study of the buying methods of one of the largest soap organizations in the United States shows a difficult job, highly organized and carried on without a hitch.—THE EDITORS.



Bird's-Eye View of the Lever Bros. Co. Plant at Cambridge, Mass.

to the greatest extent by buying 100% instead of the 76 basis on which it is usually sold, so are other purchasing operations reduced where possible. Two cases were pointed out, however, where trade custom only tends to complicate buying operations by adhering to obsolete practice. One is the case of rosin where selling on a basis of 280 lb. gross price was condemned as out of date without anything to stand behind it except the fact that it has been done for years. The other was in the case of palm oil where trade custom dictates that tare shall be taken as one-seventh of the gross weight of the cask. The inaccuracies of the latter method were shown to make a difference of four or five per cent between the actual weight of palm oil delivered and the arbitrary figure of one-seventh as tare. Changing of these two units to actual net weight basis was suggested as a means to further eliminate the complications of buying.

Although their importance was considered overshadowed by innumerable complications in the purchase of raw materials, the Lever purchasing division has at its disposal a very complete statistical service covering the products purchased. Numerous large charts are kept which cover market fluctuations daily, monthly, and annually. They are studied carefully by the executives of the purchasing division when contemplating covering requirements well ahead on important materials. However, care was taken to point out that statistical data was used merely as a background, and in no case were purchases determined by past records alone. They are a guide mostly in determining seasonal fluctuations, and in giving

full help in taking advantage of recurring seasonal slumps in price.

Although the statistics of the purchasing division are held to be highly important, they do not hold as important a position at the Lever plant as they do perhaps in some manufacturing organizations. As was pointed out, the part played in raw material markets by the human element and other factors, such as transportation, strikes, general business conditions and contributing influences, still commands the center of the stage. The knowledge of the buyer who is thoroughly acquainted with his market was held to be the prime factor in intelligent and profitable acquisition of materials.

Back of efficient buying stands the expertness of the purchasing personnel. With as intimate a knowledge of the products being bought as the firm which makes and sells them, every sales argument is subject to accurate analysis by the men of the buying division. From an analysis of a fatty oil, for example, a brief study of the figures, such as the iodine number, titer, unsaponified, etc., the suitability or lack of suitability of the oil for the product in question is recognized at once. In the purchase of cartons, paper, etc., price must be based on a definite cost of the carton-maker's raw materials. Knowing the markets for these materials, the cost of the finished cardboard or carton is known within a few per cent.

When the size of the plant,—several square city blocks,—which the purchasing division must keep supplied with raw materials unerringly and without a break is realized, the im-

portance of the job is appreciated. The purchasing department is the watch-dog of the plant. On them, depends whether the plant works with eight cent or ten cent tallow, whether the quality of the raw materials gives the desired result in the finished products, whether an uninterrupted supply of raw materials, sufficient to cover periods of strikes, transportation delays, is on hand. Is it any wonder that buying has become a science in itself at the Lever plant, or that houses of questionable character or of little known reputation are shunned? So much depends on certainty of quality and delivery that no chances are taken. In short, buying has been reduced to scientific accuracy to avoid to as great an extent as is humanly possible those pitfalls which come from taking chances with questionable raw materials.

Exports of blackings and polishes other than shoe and metal polishes, totaled 228,755 pounds, valued at \$35,693 in January. Shoe polish exports reached 235,031 pounds, valued at \$68,072, and metal polish exports were listed at 155,033 pounds, sold for \$23,067. Canada was the largest importer of miscellaneous blackings and polishes, using a total of 109,361 pounds. Cuba led in importing shoe polishes from this country, with 56,038 pounds. Argentina was the largest consumer of American made metal polishes, exports to that country reaching 31,355 pounds.

Although British exports of caustic soda are still considerably larger than those of the United States, this country made substantial gains in 1925. While British exports were dropping from 105,728 short tons in 1924, to 92,941 short tons in 1925, American exports jumped from 46,057 to 50,477 short tons.

In Peru, there are 58 soap factories, most of which are of a very small type with negligible production. Total soap production of the country yearly is about 30,000,000 pounds. There are also 15 candle factories producing 150,000 pounds monthly.

Exports of rosin reached 52,724 barrels of 500 pounds each, valued at \$1,258,623, in January, 1926.

Expect Triple 1926 Mint Oil Output

Japanese mint oil production in 1926 will be three times as great as that of 1924, and seventy per cent greater than 1925, according to advices from Kobe by Consul E. R. Dickower to the Department of Commerce. Production during 1925 is given as 1,573,000 lbs. against 800,000 for 1924. Practically none of the 1924 crop was carried over into 1925. Production in Hokkaido was 1,000,000 lbs. in 1925, against 665,000 lbs. in 1924; and in Sambi 573,000, against 135,000. The Hokkaido crude oil yields about 38% menthol crystals, and Sambi about 50%. Approximately 665,000 lbs. of menthol and 906,500 lbs. of oil are expected from 1925 crop. This will probably exceed the demand in 1926 owing to increased competition from Chinese peppermint oil.

During first half of 1925, prices of peppermint oil and menthol remained firm at about 33 yen per kin and 11 yen per kin respectively (1 kin equals 1.3227 lbs., and 1 yen was equal, at the time, to \$0.38375 to \$0.42125). About the middle of the year a keen demand from London and Hamburg, with heavy speculation, advanced the price of oil to 17.5 yen per kin in October. Menthol demand remained slack and prices dropped. Reports of the large crop, and a decrease in speculation from London and Hamburg broke prices at the year end to 15 yen per kin for menthol, and 8.5 yen for oil. Since the first of the year oil prices have advanced and on January 9 it was quoted at 9.25 yen per kin, while the price of menthol did not change.

Producers generally expect to receive 70% of the cost of crude menthol in value of menthol produced, and 30% in value of peppermint oil, plus 3 to 3.5 yen per 100 kin for cost of manufacture. During the past year, however, demand for peppermint has been so heavy in Europe that they expect to receive 60% in menthol, and 40% in oil.

Estimates of 1926 crop are placed at 2,530,000 lbs., of which 1,200,000 lbs. will be harvested from June to September in Sambi, and 1,330,000 lbs. from October to December in Hokkaido. There will probably be a carry-over into 1926, and so the amount of oil available in 1926 will be very large. The trade believes that prices will decline further despite the fact that they are at present at very low levels.

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Fat and Oil Statistics for 1925

Production, Consumption, Stocks, Imports and Exports of Fats, Oils and Greases Summarized for the Year Ending Dec. 31, 1925.

FIGURES for fat, oil and grease production, consumption, imports and exports, for the calendar year, 1925, along with stock at the end of each quarter, have been epitomized by SOAP from the quarterly figures of the Food-stuffs Division of the Department of Commerce. For the year, the largest single production was in crude cottonseed oil of which 753,044 tons were turned out. Edible lard was next with 749,742 tons. Crude glycerin production amounted to 51,699 tons based on 80 per cent crude. Of the imported oils, cocoa-

nut led with 116,587 tons with palm oil second with 69,589 tons. Glycerin imports for the year amounted to 10,496 tons. The greatest fat exports were in lard with 343,414 tons with oleo oil second at 45,985 tons.

The figures as issued quarterly by the Department of Commerce were given in pounds, but were transcribed to tons of 2,000 lbs. for publication in SOAP, merely as a matter of typographical convenience. All figures given, therefore, are for short tons.

Production and Consumption of Fats and Oils for the Year 1925

	Factory Operations for the year 1925		Factory and Warehouse Stocks			
	Pro- duction	Con- sumption	Mar. 31	June 30	Sept. 30	Dec. 31
Vegetable Oils						
Cottonseed, crude	753,044	734,499	44,584	11,335	27,986	59,562
Cottonseed, refined	669,443	575,656	185,987	133,065	28,555	83,514
Peanut, crude	7,926	5,133	765	659	423	773
Peanut, refined	4,179	5,223	827	1,496	369	496
Coconut, crude	103,802	192,180	30,569	24,850	18,169	23,168
Coconut, refined	89,668	104,817	6,253	7,336	7,942	5,735
Corn, crude	52,076	51,091	2,196	3,280	3,119	3,976
Corn, refined	39,815	5,196	5,959	4,403	3,697	3,915
Soya bean, crude	703	5,666	2,841	2,789	1,369	964
Soya bean, refined .....	.....	2,756	860	820	528	344
Olive, edible	265	1,168	2,765	3,885	3,303	3,629
Olive, inedible .....	.....	2,846	879	1,169	887	925
Olive oil foots .....	.....	14,494	2,185	3,622	3,037	3,936
Palm kernel, crude .....	.....	25,495	7,035	3,505	1,324	4,507
Palm kernel, refined	515	2,208	633	683	2	152
Rapeseed .....	.....	5,747	1,545	1,346	1,099	1,541
Linseed	379,923	205,869	75,568	63,444	43,218	77,821
Chinawood .....	.....	43,856	13,609	11,831	13,473	16,558
China Vegetable Tallow .....	.....	4,138	1,308	1,586	759	230
Castor	22,524	8,156	2,080	1,701	2,809	2,660
Palm .....	.....	54,976	9,770	9,191	15,543	12,919
All others	1,187	4,781	1,004	1,266	1,305	1,446
Fish Oils						
Cod and cod-liver	345	6,185	2,921	2,095	2,191	2,776
Menhaden	19,434	24,213	6,580	3,538	11,139	11,953
Whale	4,036	26,330	3,660	15,638	14,023	9,825
Herring (& sardine)	18,573	15,937	4,031	4,002	3,471	3,154
Sperm	496	785	841	978	1,156	909
All others	1,261	3,748	902	1,289	1,404	617
Animal Fats						
Lard, neutral	23,313	13,058	3,453	3,255	2,053	1,295
Lard, other edible	749,742	7,513	55,766	55,452	25,178	21,487
Tallow, edible	25,109	19,398	2,271	1,721	1,197	1,927
Tallow, inedible	189,134	239,577	29,247	28,155	21,667	25,894
Neatsfoot oil	4,623	2,933	778	760	806	705

	Factory Operations for the year 1925		Factory and Warehouse Stocks			
	Pro- duction	Con- sumption	Mar. 31	June 30	Sept. 30	Dec. 31
Greases						
White	36,468	12,371	3,380	3,170	2,603	2,642
Yellow	32,208	39,246	3,742	5,102	4,764	5,064
Brown	20,292	13,731	2,455	3,807	3,572	2,490
Bone	12,237	374	581	974	727	521
Tankage	25,726	1,192	1,654	1,974	2,010	1,865
Garbage (house)	34,174	43,048	3,906	4,805	4,906	5,597
Wool	2,237	2,126	1,252	1,171	925	1,558
Degras	7,140	4,087	804	676	692	612
All other	4,086	3,784	976	1,173	981	907
Other Products						
Lard Compd. & Subs.	568,986	560	9,098	8,799	8,016	11,428
Hydrogenated oils	208,340	194,949	4,397	5,034	4,110	7,463
Stearin, vegetab.	9,264	10,400	1,051	676	476	680
Stearin, animal, edible ..	36,977	29,661	3,187	3,064	1,548	2,881
Stearin, animal, inedible ..	13,050	11,307	1,859	1,760	1,539	1,391
Oleo oil	65,682	24,041	6,988	6,478	5,388	5,174
Lard oil	17,714	10,665	2,239	2,368	2,395	2,418
Tallow oil	5,929	4,064	833	919	929	945
Fatty acids	59,191	65,746	2,133	1,949	1,999	1,903
Fatty acids, dist.	37,983	36,708	1,893	1,736	1,157	1,083
Red oil	25,218	12,467	3,033	3,335	3,725	4,592
Stearic acid	13,936	5,094	1,211	1,245	969	1,481
Glycerin, crd. 80%	51,699	61,017	3,453	3,089	3,722	2,921
Glycerin, dynam.	26,317	23,738	4,554	4,352	3,422	2,433
Glycerin, C. P.	27,738	2,902	3,499	2,952	2,871	1,548
Cottonseed foots	112,389	89,790	8,181	4,508	3,387	9,651
Cottonseed foots dist.	48,592	47,528	6,801	7,032	3,422	2,559
Other veg. oil foots	18,409	16,546	839	711	512	578
Other veg. oil foots dist.	565	46	44	---	101	106
Acidulated soap stock	31,508	20,805	4,294	6,557	2,932	9,110
Miscellaneous soap stock	1,575	2,362	127	270	113	104

IMPORTS OF FOREIGN FATS AND OILS

For the year, 1925.

Whale oil	27,748	Olive oil foots	20,299
Cod and cod-liver	11,157	Palm oil	69,589
Other fish oils	3,097	Palm kernel oil	26,311
Beef and hog fats	1,362	Peanut oil	1,466
Wool grease	5,033	Rapeseed oil	6,367
Chinawood oil	50,776	Linseed oil	6,803
Coconut oil	116,587	Soya bean oil	9,746
Olive oil, edible	45,213	Vegetable tallow	3,211
Olive oil, denat.	5,412	Glycerin	10,496

EXPORTS OF DOMESTIC FATS AND OILS

For the year, 1925.

Oleo oil	45,985	Other animal fats, etc.	81,261
Neatsfoot oil	715	Coconut oil	8,950
Other animal oils	1,073	Cottonseed oil, crude	16,776
Fish oils	306	Cottonseed oil, refined	14,379
Oleo stock	12,185	Linseed oil	1,243
Tallow	8,756	Soya bean oil	259
Lard	343,414	Corn oil	1,923
Lard, neutral	9,426	Veg. oil lard comp.	4,110
Oleo & lard stearin	3,697	Veg. soap stock	3,875
Grease stearin	1,314	Other veg. oils, etc.	4,239
Red oil	295	Glycerin	685
Stearic acid	965		

Harry C. Eells, for twenty years with the Federal Products Co., alcohol producers, has become associated with the Rossville Company and will be connected to the New York office sales department to cover Metropolitan territory.

Austrian chemical houses known as Chemosan A. G., Vereinigte Drogengrosshandlungen A. G., and Philipp Roeder-Bruno Raabe A. G., have combined under the name Chemosan-Fritz-Petzold Union, with headquarters at Vienna.

Glycerin Market Turns Stronger

The glycerin market has turned stronger and visible supplies are materially reduced. Parsons & Petit, New York, say in their report of Apr. 2, regarding the market: "Dynamite—Sales have been made at 21c, 21½c and 21¾c, during the week. It has developed upon investigation, that stocks of all grades are very light. Consumers who should have anticipated their requirements, during the extremely dull period, will have to pay more than they could then have bought at, and a further delay may result in paying even higher prices than are quoted today. It is difficult to get quotations for forward delivery; this is due to some extent, to the inclination of many of the makers, to hold for the Anti-freeze demand, which is to be stimulated by extensive propaganda, according to report. On the other hand, we hear that the alcohol people are going to fight hard to regain what trade of this kind they have lost and to increase the use of their product in that line; the other competing compounds, are not so much to be feared. With the general business outlook favorable, the explosives manufacturers may be expected to be kept busy, as may also the many other glycerin consuming industries. Crude—Saponification is nominally 16¾c to 16¾c, basis of 88 per cent, loose. Lye has changed hands at 14¾c, basis of 80 per cent, loose, delivered, but is held now at 15c. Chemically Pure—The quotation has not been changed—23½c, in bulk, is still the price."

U. S. Rosin Exports Cut in Half

Exports of rosin totaled only 61,337 barrels, of 500 pounds each, in February, 1926, as compared with 117,494 barrels for the same month a year ago. In dollars February 1926, showed a slight increase, with receipts totaling \$1,503,873 as compared with \$1,428,700 for February, 1925. Total exports of rosin for the eight months ended with February, 1926, reached 721,982 barrels, valued at \$14,388,307, as compared with 1,035,913 barrels, valued at \$10,850,876, for the same eight months a year ago.

Allied Chemical & Dye Corp., New York, which company includes Solvay Process Co., The Barrett Co., National Aniline & Chemical Co., General Chemical Co. and Semet-Solvay Co., reports a net income of \$20,506,591, for 1925. After payment of dividends on both common and preferred stocks a surplus of \$50,382,311 remained.

A. M. T. A. Meet May 4, 5, and 6

The thirty-second annual convention of the American Manufacturers of Toilet Articles will be held at the Hotel Biltmore, New York, on May 4, 5, and 6. This is a change from the dates as originally announced. The first session will be held Tuesday morning, May 4, in the Fountain Room of the Biltmore. A supplementary notice, sent out by the Convention Committee states that "on account of weather uncertainty, the convention committee, with the approval of the Executive Board, has eliminated the golf tournament from the program. On this account, the dates of the convention have been advanced as shown above."

On Tuesday evening, the annual theatre party will be held. The musical comedy, "Sunny," with Marilyn Miller, has been selected. An after-theatre supper will be served at the Biltmore, followed by dancing. Wednesday evening is open. On Thursday evening, the annual banquet will be held in the Cascade room of the Biltmore. There will be one speaker, some well-known public figure.

French Rosin Exports Up 50%

Due to high American prices for rawal stores, 1925 exports of French rosin and turpentine jumped 50 per cent above the figures reached in 1924. Rosin exports totaled 63,600 tons as compared with 42,200 tons in 1924. The United States, which took only 2,393 metric quintals of rosin in 1924, and only insignificant amounts in the two preceding years, bought 34,475 metric quintals in 1925. Exports to Great Britain, Germany, Belgium, Switzerland, Australia, and other countries showed increases all along the line, with Italy the only consumer falling behind the 1924 figure.

M. L. Barrett & Co., Chicago essential oil importers and dealers, have discontinued that branch of their business and will concentrate on the sale of the paint and varnish products manufactured by the Barrett Varnish Co. J. P. Barrett, head of both companies, stated that changing conditions made it advisable to withdraw from the essential oil business and added that he did not believe his company would again enter the field.

Reports indicate that the 1925 French olive crop has fallen fully 10,000 quintals below that of 1924. It is estimated that not over 70,000 quintals have been produced.

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The consumption of this oil has increased considerably during the last six months on account of the price having declined to a level that has not been reached since many years. The results obtained by the use of OIL of GERANIUM ALGERIAN in Soap Bouquets may be compared to that of Jasmin in a Perfume Extract.

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CHIRIS

French Method of Soap Perfuming

*How the Odors are Incorporated and
Some Formulas Used in Soap Scenting*

By COLOMBO

In "Les Parfums de France," Feb., 1926



THE making of perfumed soaps, while not very complicated, requires nevertheless much care. The pastes employed should have a basis of tallow and coconut. These give the best results and the qualities most in demand. In their preparation the manufacturer should be very particular in employing raw materials of very good quality and these raw materials ought to be purified with the greatest care before turning them into soap.

The bars of soap are first reduced to shavings. The shavings still contain a large proportion of water which should be removed by a well arranged method of drying. As a matter of fact, in many cases, the poor appearance of the paste arises from the shavings being dried too quickly, so that the outsides become brittle, with the insides unsatisfactory and the paste will not be homogeneous.

The shavings are put, when dry, in a mixing apparatus and in this the soap will be scented and colored. On the subject of crushers, we cannot advise too strongly the use of apparatus as powerful as can be because on the crushers depend the fine appearance and homogeneousness of the paste. A maker should not hesitate, if his crusher is only moderately powerful, to pass the soap ribands through once or twice more than he thinks necessary. He will obtain in this way a soap of greater beauty and at the same time an article more readily saleable. Some makers, when their paste is too dry, fall into the mischievous plan of adding water in the mixer to make the paste easier to crush. This is a proceeding that should be absolutely condemned, for this water, added at the last minute, never amalgamates properly and the result is ribands of soap not having the right appearance. It is far better to dry the paste rather less than to add water in the mixer.

WHEN synthetic perfume products were be told by their gloss, by their transparency and by their flexibility, they are placed in the plodder where they are turned into bars.

The plodding apparatus should also be as powerful as possible and from this point of view the maker should not consider economy in the cost of the machines. Only powerful plodders can give good results and such only should be employed. When the soap comes from the plodders it should be of sufficient hardness, glossy and absolutely homogeneous. If the bar shows streaks, or comes too soft out of the machine it should be crushed a second time and passed through the plodders.

There is a great variety of machines for stamping soaps, the choice depending above all on the sort of soap being made. Generally speaking, soaps up to 100 grs. are stamped on a pedal machine and the bath-soaps need a swan-neck press worked by hand or by motor. Many soapmakers complain of difficulty in preventing the formation at the two ends of the soap of the lozenge. These clearly have a very bad effect on the appearance of the soap, for the lozenge is always either discolored or considerably darker than the rest of the soap. To get over this defect many makers are obliged, with high priced soap, to cut the bars longer than needed.

THIS plan is clearly of use, but it is costly, for there is a quantity of waste which has to be crushed and plodded over again before it can be used.

As a matter of fact, there are some machines that get over this difficulty. These machines turn out a considerable number, up to as much as 100 bars the minute, and cutting them to the actual form they have to take in the mould of the stamping machine. For this reason the formation of lozenges is avoided, and the machines give another advantage that the scraps that fall in the cutting are immediately replaced in the plodding machine and do not need to be crushed over again, which saves waste of time and waste of labor.

WHEN synthetic perfume products were shown on the market, they were greeted with joy by a number of soapmakers who be-

gan to use them to excess. Their low price, certainly, permitted the making of an infinite number of sorts of cheap soap, but, in the long run, it is found that not all synthetics can be used indiscriminately for that purpose. We will not speak of mirbane oil which ought to be forbidden by law in all soapmaking as it is a dangerous product. Also, it is not all the organic aromatic products that are to be trusted to give the results hoped for from them.

Many of the synthetic and organic soap products, as a matter of fact, do not keep their consistency in presence of alkalies, and if one wishes for soap really well scented it is absolutely indispensable to add a proportion of natural essences. While not wishing to go into the technique of preparations which are secret to every individual soapmaker, we will give below some formulas which have already given excellent results and at moderate cost.

CARNATION

	Parts
Petitgrain Oil, S. A.	150
Eugenol	250
Iso-Eugenol	250
Geranium Oil, African	100
Amber Oil, synth.	215
Heliotropin	30
Vanillin	5

JASMINE

Jasmine Oil, synth.	400
Geranium Oil, African	60
Ylang Ylang Oil, Bourbon	25
Cedarwood Oil	50
Orange Oil, zest.	50
Petitgrain Oil, Amer.	35
Lavender Oil	10
Benzyl Aldehyde, f. f. c.	10
Patchouli Oil	20
Benzyl Acetate, f. f. c.	200
Musk Ketone	30
Tincture of Civet	100

LEMN

Lemon Oil	500
Citral	60
Neroli Oil, synth.	100
Bergamot Oil	220
Lavender Oil	80
Musk Ketone	40

CLOVER

Bergamot Oil, zest.	200
Neroli Oil, synth.	60
Ylang Ylang Oil	240
Amyl Salicylate	360
Amber Oil, synth.	100
Benzoin, powdered	40

ROSE

Rose Oil, synth.	450
Bergamot Oil, zest.	350
Eugenol	100
Musk Ketone	50
Civet, infusion	150

HINDU PERFUME

Cedarwood Oil	310
Bergamot Oil, zest.	350
Ambrette Concrete	10
Petitgrain Oil, Amer.	50
Geranium Oil, Bourbon	80
Sandalwood Oil	50
Clove Oil	20
Patchouli Oil	20
Aubepine liquid	50
Tincture of Olibanum	80
Coumarin	60
Tincture Musk Ambrette	100
Tincture Civet	50
Amber Oil, synth.	20

During 1925, the peppermint crop was harvested from 16,000 acres, which was much less than the area planted, according to a Department of Agriculture report recently published. It is expected that the planted acreage will be much larger this year owing to the high prices prevailing. The Department plans to make a special survey of the situation in June or July.

Copra imports were listed at 30,159,663 pounds in January, over half of this amount coming from the Philippines. Slightly over seven million pounds came in from British Malaya, and French Oceania and British Oceania sent us a little over three and half and two million pounds, respectively.

Imports of aromatic chemicals, in February, 1926, were almost twice as large as in the previous month. The February figures were 15,568 pounds and \$19,235 as compared with 8,690 pounds, valued at \$11,165, in January.

Lavender oil and spike lavender oil imports totaled 28,980 pounds in January, the goods being valued at \$94,294. Bergamot imports reached 3,030 pounds, with a value of \$15,449, during the same month.

Rose Distilling Now Modernized

Primitive manufacture of Bulgarian otto of rose in small, open-air stills, has definitely passed and has been replaced by modern type equipment of large capacity, according to Ungerer & Co., New York, American agents for Pappazoglou & Co. of Kazanlik. All the leading factors are now using the more modern methods. Pappazoglou, for example, has a new distillery in Karlovo consisting of six steam stills, four of 3,200 liter capacity and two of 1,800 liter capacity. The large stills take 800 kilos of rose petals at a charge and the small ones 500 kilos. After the flowers are put in, hot water is added and steam is blown in under a false bottom. After eight minutes, otto of rose begins to come over and in forty minutes the operation is completed. Twelve charges are handled in twenty-four hours. The battery in question handles 55,000 to 60,000 kilos of rose a day, or 800,000 in a single campaign.

An appeal from the decision of the U. S. Board of General Appraisers, to the effect that peanut oil, containing 5 per cent of coconut oil, is dutiable at 25 per cent ad valorem, as a mixture of vegetable oils, will be made by the Assistant Attorney General of New York, at the request of Lincoln C. Andrews, Assistant Secretary of the Treasury.

January caustic soda exports reached a total of 8,428,539 pounds, valued at \$242,168. Japan was the largest buyer with 2,920,043 pounds, Cuba ranking second with imports of 1,088,454 pounds of American caustic. Mexico, Canada and Argentina were the only other countries, taking over 500,000 pounds each.

Silicate of soda exports reached 2,433,596 pounds in January, the goods being valued at \$22,645. The United Kingdom was by far the largest buyer, taking 1,842,606 pounds. Cuba ranked second in importance with 252,275 pounds and Peru came third with 101,257 pounds.

Soaps and washing powders, produced in Sweden in 1924, were valued at \$6,515,800. This compares favorably with 1923 figures, which were approximately \$100,000 less. In 1923 the figure was \$2,739,496.

Colgate Leads Trade Bowlers

Following the rolling of three games on April 5, the bowling team of Colgate & Co. enjoyed a two-game lead in the Wholesale Drug Trade Bowling League with 25 games won and 8 lost. The first team of E. R. Squibb & Sons is second in the league standing with Roessler & Hasslacher Chemical Co. third. As the season nears its close, the Colgate team holds an advantage which seems likely to give them the league championship again this year. The tournament has been rolled on the alleys of Colgate, at Jersey City. As of April 6, the standing of the teams in the tournament was as follows:

	Won	Lost
Colgate & Co.	25	8
E. R. Squibb & Sons, No. 1	23	10
Roessler & Hasslacher Chem.	18	12
Drug Trade Seniors	20	13
Lanman & Kemp	18	15
A. Klipstein & Co.	13	17
E. R. Squibb & Sons, No. 2	15	21
Biddle Purch. Co.	13	20
Drug Trade Juniors	10	20
Grasselli Chemical Co.	7	26

Hold Vegetable Oil Cost Hearing

A public hearing before the Tariff Commission in the matter of determining costs of producing vegetable oil raw materials as part of the vegetable oil investigation as a basis for tariff determination, was held April 3 at Washington. Among the speakers were U. S. Senator George of Georgia, C. W. Holman and A. M. Loomis of the dairy interests, and John B. Gordon, representative of the oil and soap factors. A complete printed report covering vegetable oil tariffs, approved by the Commission prior to the hearing, was used for reference. The report of 300 pages covers, first, the economic side of the fatty oil situation, and second, the production costs of vegetable oils. Copies are reported now available.

Sweden produced 35,724 metric tons of oils and fats in 1924, as compared with 29,059 metric tons in 1923, according to a recently published consul report.

Exports of cottonseed oil cake totaled 35,348,166 pounds, valued at \$625,037, in February.



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Hold Castile Soap Trade Practice Meeting

Discuss Marketing and Labeling Subsequent to Kirk Case Before Federal Trade Commissioner Hunt

WHETHER castile soap should be made with olive oil or with other oils, or from mixtures of olive and other oils, was discussed before Federal Trade Commissioner C. W. Hunt in Washington on March 30, by a group of soapmakers, importers, and merchants. The meeting was called by the Federal Trade Commission as a trade practice submittal meeting upon the petition of 23 American soapmakers to determine if possible, methods for marketing, stamping, and labelling of castile soaps which would meet the approval of the Commission. The meeting grew out of the recent complaint by the Commission against James S. Kirk & Co., Chicago soapmakers, for labelling soaps as castile which were not made solely with olive oil and caustic soda.

Arguing for the soapmakers, their attorney, D. F. McPherson, stated that it had become trade practice in the United States to recognize any high grade white toilet soap in the category of castile soap. Castile soap is no longer considered a soap made exclusively from olive oil, but can be made from any fat or mixture of fats, he stated. The spokesman also said that the soapmakers had sent an investigator, John B. Gordon, to Europe and that he had visited castile soap plants in Spain, Italy, England, and France and had found them dirty and unsanitary. He also said that the investigator found that the foreign soapmakers use cocoanut oil and also residues of olive oil or olive oil foots.

Castile a Type, Say Soapmakers

THE soapmakers also claimed that the soaps which they sell under the name of castile and which are not made from olive oil exclusively, are superior in lathering and cleansing qualities to castile soaps made only from olive oils. The properties of olive oil castile were unsatisfactory for ordinary uses, the soapmakers said. As for the name, castile, this has become merely the designation of a certain kind of soap, they stated, irrespective of the materials from which it is made. Other oils than olive when used, are often indicated on the labels they said, such as "coco castile," "palm kernel castile," etc. The soaps made with other oils than olive oil enjoy a big de-

mand and the people are satisfied with them, Mr. McPherson declared.

S. K. Maxwell of the Andrew Jergens Company, Cincinnati, told of a survey conducted among 25,000 women, the results of which indicated that "castile" did not necessarily mean 100 per cent olive oil soap in the public mind. Mr. Maxwell reached no conclusions, however, and even suggested in view of the great difference of opinion at the conference, that the soap industry finance an inquiry to be conducted by the Commission among 100,000 women before an official opinion is reached. This suggestion was not adopted, however.

Claim Castile from Olive Oil Only

THE importers and merchants represented at the meeting then gave their side of the argument. Their spokesman was T. R. Lockwood of Lockwood, Brackett & Co., Boston. After stating that castile soap meant a soap made from olive oil and caustic soda, and no other, he read about fifty technical definitions to support his contention. He then stated that the Collector of Customs at Boston would not admit any soap at that port from the Collector to this effect. He introduced testimony given recently by Examiner Curley of the New York Appraisers Stores as to what the Examiner would admit as castile soap, and the testimony as read stated that he would admit only an olive oil soap as such.

Testimony of J. F. Carney of Colgate & Co., was also read and stated that he considered castile soap only a soap made from olive oil and caustic soda. He was quoted as saying that Colgate & Co. do not handle or make any other kind. Mr. Lockwood then indicated that the specifications of the Army and Navy hospitals, and the Treasury Department, called for castile soap made from olive oil only. He then called Dr. Kuebler of the Bureau of Chemistry, Dr. Walker of the Bureau of Standards, and Dr. Wiley, the foodstuffs expert, and they said that castile soap must be made from olive oil and caustic soda.

In answering the charge that European castile soap plants were dirty and unsanitary, Mr. Lockwood stated that he had been visiting the plants of Europe for twenty years past and staying as long as six months at a time and

he had found them clean and sanitary. This was substantiated by George Reichenbach, of H. R. Lathrop & Co. Mr. Lockwood also stated that there was no proof that imported castile contained coconut oil, as stated by the soapmakers, and submitted a number of analyses to show its absence. In the charge of exorbitant prices at which it was claimed the imported soaps were sold, \$1 to \$3 per pound, he showed an advertisement from the *Washington Post* offering a well-known brand by Liggett's drug stores at a price equal to 64c a lb. Robert Stahlin, of the National Vigilance Committee of the Associated Advertising Clubs, reported on a survey made through 43 associations connected with his organization, and stated that the majority of buyers expected to get an olive oil soap when they asked for castile soap.

Offer Resolutions to Commission

IN a general trade discussion, from which Commissioner Hunt withdrew, and which was presided over by a representative of Procter & Gamble Co., those present failed to agree upon a set of regulations which might be submitted to the Federal Trade Commission for approval. Among some of the leading soapmakers represented in the discussion, were the Globe Soap Co., Lever Bros. Co., Armour Soap Works, Swift & Co., Andrew Jergens Co., Fels & Co., James S. Kirk & Co., Cincinnati Soap Works, John T. Stanley Co., Procter & Gamble Co., and others. Those representing the soap importers and merchants included Lockwood, Brackett & Co., H. R. Lathrop & Co., Soap Distributors, Inc., Charles L. Huijsing, Inc., Leghorn Trading Co., and J. D. Nordling Co., Inc.

Resolutions were drawn up by the two sides in the controversy and submitted to the Federal Trade Commission. The importers' resolution simply stated that all soap which was marketed or labelled with the name, castile soap, should be made exclusively from olive oil and caustic soda. The resolution of the soapmakers was somewhat more lengthy as follows:

"BE IT RESOLVED that the following regulations be adopted pertaining to the marketing, stamping and labelling of Castile Soaps:

A. These regulations shall apply only to soaps stamped, labeled or sold as Castile Soaps.

B. All such soaps shall be stamped on the cake or marked on the wrapper with the country of their manufacture respectively.

C. All soaps, the stamping or labelling of which include the words "olive oil castile" shall contain no filler or adulteration and shall con-

tain no fat or oil ingredient except olive oil.

D. All soaps stamped, labelled or sold as "castile," however that word may be qualified, unless the qualification include the word "olive" or "cocoa," shall contain no filler or adulteration, and the fat content thereof shall contain not less than 51 per cent of olive oil.

E. All soaps, the stamping or labelling of which include the words "Cocoa Hardwater Castile" or "Cocoa Castile" shall contain no filler or adulteration and the fat content thereof shall contain not less than 51 per cent of cocoanut oil.

F. These regulations shall apply to Castile Soaps of foreign origin, handled and distributed in the United States by importers, and shall apply to all castile soaps manufactured in the United States."

The manufacturers adopted their proposed standards as set forth above except for one change:—"In the second paragraph, it was voted to strike out all following the word 'adulteration' and add thereafter the following: 'If such soap contain less than 51 per cent of olive oil or no olive oil, it must be so stated on the wrapper or cake.'"

The Federal Trade Commission will decide what it believes shall be the correct method of stamping and labelling castile soap. If its decision is favorable to the soapmakers, the case against James S. Kirk & Co., will probably be dropped. If it decides that only olive oil soap can be called castile soap, the case against Kirk will probably be carried into the courts unless this soapmaker decides to abide by the decision of the Commission.

A new chemical plant has been built at Bogato, Colombia, the first of its kind to be established in that country. The company will make caustic soda, liquid chlorine, glycerin preparations, hydrogen peroxide and hydrochloric acid. Interested parties can obtain the company's name from the Chemical Division, Bureau of Foreign and Domestic Commerce, Washington.

Java exports of citronella oil totaled 826,947 kilos in 1925, as compared with 534,349 kilos in 1924 and 477,758 kilos in 1923. Of the 1925 shipments, the United States stood second in the list with imports of 266,450 kilos. France imported 310,571 kilos and Great Britain took 98,650 kilos of the 1925 shipments.

The Interstate Cottonseed Crushers' Association will hold their annual meeting at New Orleans May 12 to 14.

Deny Use of Westphal Name

Paul Westphal has been denied the use of the name Westphal to be used on a hair tonic, according to a decision by the appellate division of the New York Supreme Court on March 19. The original suit was brought by Paul Westphal, Inc., New York, in the New York Supreme Court and the decision of this court was upheld by the appellate division. Paul Westphal is a grandson of the founder of Paul Westphal, Inc. This case is interesting in view of the suits now pending between the Andrew Jergens Co., Cincinnati, and the Bonded Products Corp., Brooklyn; John H. Woodbury and John H. Woodbury Laboratories, Inc., New York, and William Woodbury, in the case of Woodbury's Facial Soap and other products.

File Briefs in Jergens-Bonded Suit

Suit against the Bonded Products Corp., Brooklyn, N. Y., by the Andrew Jergens Co., Cincinnati, in which Jergens are attempting to restrain the Brooklyn firm from manufacturing soaps and other products labelled with the name Woodbury for William Woodbury, was called on March 26 in the United States District Court at Brooklyn before Judge Inch. Following the usual preliminaries, Judge Inch instructed each side to file briefs by April 15, from which a decision will be rendered by the Court.

Because of the crowded condition of the court calendar in the Southern District of New York, embracing Manhattan, the suit in the Woodbury-Jergens case for \$1,000,000 by the John H. Woodbury and the John H. Woodbury Laboratories, Inc., against the Andrew Jergens Co., will probably not reach the trial stage within the next eighteen months.

Jergens Answers Woodbury Suit

The answer and counter-claim of the Andrew Jergens Company to the suit instituted against them by John H. Woodbury and The John H. Woodbury Laboratories has been filed in the United States District Court for the Southern District of New York, where this suit is pending. The Jergens company alleges that the Woodbury firm has never had any soap business, nor any other business, nor any right to use the name John H. Woodbury in connection with soap; that the purpose for which the Woodbury corporation was organized was to attempt to sell to the Jergens company certain pretended rights to use the name Woodbury on soap; that the soap which the Laboratories

has put upon the market, under the name of "John H. Woodbury Genuine Imported Pure Castile Soap," is an infringement on the Jergens well-known "John H. Woodbury's Facial Soap," and is not a genuine imported pure castile soap, but on the contrary, is a domestic soap made in New York City of denatured olive oil, and is not pure castile soap, or castile soap; that the wrappers around this "so-called castile soap" are a colorable imitation of the Jergens wrappers around the John H. Woodbury's Facial Soap, which is confusing and deceiving the public and allowing the Laboratories company to sell and pass off its soap as the product of the Jergens company.

The Jergens company sets forth that they have spent since the year 1901 the sum of \$8,632,573 advertising their "John H. Woodbury's Facial Soap," and as the result of such advertising and the good quality of the soap, the sales of it have steadily increased from \$72,900.37 in 1901 to \$2,429,000.01 in the year 1925, so that the name "Woodbury," "Woodbury's," or "John H. Woodbury" applied to soap means and are understood by the public to mean the Jergens product and no other.

The Jergens company further claim that the plaintiff corporation was only organized in October, 1925 (although they pretend that they have been in business fifty years); that the organizers of the plaintiff corporation are C. P. Woodbury, a coal man; Benjamin H. Friedman, a mining man, and Peyton R. McCargo, a beauty parlor proprietor, who acting through dummy incorporators, selected the corporate name "John H. Woodbury and The John H. Woodbury Laboratories, Inc.," for the purpose of creating the impression that John H. Woodbury is still alive when in fact at the time the corporation was organized in October, 1925, John H. Woodbury had been dead for some fifteen years.

The Jergens company then ask for an injunction restraining the Laboratories company from selling the so-called castile soap or any other soap in imitation of the Jergens soap, for damages and for an accounting of any profits that the Laboratories company may have received.

Elbert & Co., New York vegetable oil and tallow merchants, moved to 25 Beaver Street early this month. The company had been located at 27 William Street for several years.

Imports of caustic potash totaled 1,193,589 pounds in January. The value of the material was \$70,436.

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Newman Moving to New Offices

Newman Tallow & Soap Machinery Co., Chicago, will move into new offices at 1051 West 35th St. about May 1. The company's new warehouse containing approximately 50,000 square feet of space, will be located in the same building. This building is in the heart of Chicago's manufacturing district and is directly on the Chicago Junction Railway. This will enable the company to handle both carload and less than carload business in an efficient manner.

Franz Roessler Dies at 69

Franz Roessler, chairman of the board of directors of Roessler & Haaslacher Chemical Co., died at his home in Perth Amboy March 24, at the age of sixty-nine. Mr. Roessler was born in Germany and spent the first twenty-six years of his life there, coming to the United States in 1882. He started in business in Perth Amboy, as a manufacturing chemist. The success of Roessler & Haaslacher Chemical Co. has been largely a result of his work and skill.

Interstate Commerce Commission has asked manufacturers and shippers to comment on its new plan of furnishing copies of proposed rule changes to trade magazines, associations of shippers and carriers. Heretofore shippers have not been receiving copies of proposed changes, but the Commission is willing to send them if it is thought wise and helpful.

A Swedish soapmaker wants an American representative. Interested parties can obtain complete details by writing to the Swedish Chamber of Commerce of the U. S. A., 2 Broadway, New York. Refer to Number 16.

Proctor & Schwartz, Inc., Philadelphia, have issued an attractive broadside, showing front and rear views of the company's new soap dryer, together with a photograph of full size soap chips, made with the machine.

Monsanto Chemical Works has mailed an attractive booklet on methyl salicylate to the trade. The history and uses of the product are outlined.

McNary-Haugen Bill Hearing

The Senate Committee on Agriculture heard Carl F. Speh, secretary of the Turpentine and Rosin Producers' Association, on the advisability of including producers of naval stores in the benefits of the pending McNary-Haugen farm relief and co-operative marketing bill. Mr. Speh pointed out that many of the smaller producers are in reality farmers and as such should derive benefits. John B. Gordon, of the Bureau of Raw Materials for American Vegetable Oils and Fats Industries, spoke against the inclusion of rosin producers, pointing out that many of them were corporations and partnerships and were not in need of such assistance.

Model Cleaning Plant Proposed

National Association of Dyers & Cleaners expects to build a model cleaning and dyeing plant at its training and research laboratory, to be established at Silver Springs, Md. The school, laboratory and plant will be financed by stock selling among the members of the association, and a company, the National Association Institute of Dyeing and Cleaning, Inc., has been incorporated to handle the project. The company's affairs will be managed by a board of ten trustees, who will be appointed by the association's board of directors.

Lamott duPont was elected president of E. I. duPont de Nemours & Co., at a meeting held in Wilmington March 15. He succeeds his brother, Irene duPont, who was elected chairman of the board of directors, and is the eighth member of the duPont family to head the company since its founding in 1802.

International Salt Co., New York, for the past twenty years with offices at 2 Rector St., will move on April 22 to the Farmers Loan and Trust Building, 475 Fifth Ave., New York. The new telephone number will be Ashland 1102.

Charles I. Post, Southern representative of National Oil Products Co., Harrison, N. J., was married March 20. Mr. and Mrs. Post will make their home at Charlotte, N. C., where the company's Southern office is located.

Expect Bergamot to Stay High

"Bergamot Oil.—The high price for this oil is not only extremely well maintained, but the tendency is always for the increase," says the report on the essential oil situation in Sicily by Emil Fog & Figli of Messina to their American agents, Parsons & Petit, New York. "Much as foreign and home merchants are persuaded of the impossibility of remaining at such heights for any time, we have seen that this is the case and a fair amount of business was done at a price as high as 29s c. i. f. London and \$6.90 c. i. f. New York.

"Producers of this oil always pull together and financial considerations do not enter into their calculations, so that they can force an upward movement without much serious difficulty. Last year the crop was excellent and the total output was, in fact, abnormally high, but still, the price kept steadily increasing, from which there has been no reaction worth speaking of. This year's crop is much smaller, so that there is little room for optimism insofar as any important decline is to be awaited."

B. & W. Co. in New Plant

B. & W. Co., manufacturer of lanoline, formerly located at Elizabeth, N. J., is now in a new plant at Westfield, N. J. The company has been fitting up the factory since early this year, the office having been transferred to Westfield early this month. Considerable new equipment has been added and the machinery used at Elizabeth was moved after the new units were in operation. The company has greatly increased facilities for the manufacture of its products and a private railroad siding, along the New Jersey Central, will speed shipments as well as receipt of raw materials.

Tooth soap exports totaled 192,522 pounds in January, 1926, the goods being valued at \$213,262. The United Kingdom was the largest buyer, taking over 55,000 pounds. British India, Australia and Cuba followed with imports of slightly over 16,000, 13,000 and 11,000 pounds of American-made tooth soaps, respectively.

International Salt Co. will be located at 475 Fifth Avenue after April 22. The new telephone number will be Ashland 1102. The company has had its New York office at 2 Rector Street for the past twenty years.

Cottonseed Oil Production Up

During the seven months' period starting August 1, 1925, and ending February 28, 1926, 4,462,224 tons of cottonseed were crushed, as compared with 3,756,993 tons for the same period a year ago. Cottonseed on hand at mills, February 28, totaled 744,296 tons, as against 598,021 tons a year ago, according to a Census Bureau report, recently issued.

Cottonseed products manufactured in the period and on hand February 28 were: Crude oil produced, 1,283,200,155 pounds, compared with 1,130,925,903 and on hand 121,606,479 pounds, compared with 127,482,874. Refined oil produced 1,000,507,205 pounds, compared with 903,651,709 and on hand 261,156,483 pounds, compared with 349,357,107. Cake and meal produced 2,674,697 tons, compared with 1,720,374 and on hand 357,416 tons, compared with 211,173.

Exports of cottonseed products in the seven months were: Crude oil, 27,814,176 pounds, compared with 16,398,795; refined oil, 18,572,829 pounds, compared with 20,035,745; cake and meal, 291,646 tons, compared with 358,718 and linters, 59,569 bales, compared with 97,742.

Governors Oppose Tariff Cut

Nine Southern Governors expressed opposition to reductions in vegetable oil duties in a petition placed before President Coolidge late in March. The petition contended that any reduction in duties would reduce cottonseed oil prices and would therefore reduce the farmers' income from the sale of seed. These Governors signed the petition: Clifford Walker, Georgia; Thomas G. McCleod, South Carolina; Henry L. Fuqua, Louisiana; John W. Martin, Florida; M. E. Trapp, Oklahoma; William W. Brandon, Alabama; Henry L. Whitfield, Mississippi; Austin M. Peay, Tennessee, and Tom J. Terral, Arkansas.

Federal Products Co., Cincinnati, deny that they will be part of a merger with the Jefferson Distilling & Denaturing Co., the David Berg Industrial Alcohol Co. and one or two smaller firms, under the name of Columbia Chemical Co., as reported in the last issue of SOAP.

The London Oil and Tallow Trades Association has elected the following officers for 1925-26: A. J. Dodd, president; W. W. Bridge, vice-president; W. Garrard, treasurer.

PERSONAL and IMPERSONAL

The John D. Larkin estate has been listed at over \$1,000,000 in personal property and \$300,000 in real estate. A bequest of \$100,000 was made to the University of Buffalo.

L. Kemp & Sons, New England soap dealers, have just built a fireproof garage, in which to house their ten trucks.

Edward P. Martin, for the past sixteen years with Armour Soap Works, Chicago, has resigned his position to become associated with Theo. B. Robertson Products Co., Chicago.

George Wrisley, treasurer of Allen B. Wrisley Co., Chicago soapmakers, spent some time in New York during the latter part of March.

M. A. Richards, president of National Oil products Co., Harrison, N. J., textile soapmakers, is back at his desk after an absence of over three months. Mr. Richards has been in poor health and was resting in the South.

At a meeting of the board of directors of Colloidal Products Co., Baltimore soapmakers, W. D. Huntington, vice-president of the Davison Chemical Co., was elected to the presidency to succeed Walter H. Turner. The company decided to raise additional capital through the sale of 6,000 shares of Class A stock, at \$25 a share.

Peet Brothers Co., Kansas City, Mo., have applied for the registration of their trademark for radiator glycerin, "Lowtemp." The application was filed December 8, 1925, and was published in the March 23 issue of the *Trade-Mark Gazette*. The company has used this name since September 28, 1925.

The Port Sunlight, England, Lever Brothers' plant was damaged by fire recently. A seven-story oil and seed-cake mill was destroyed.

Walter L. Filmer, manager of Monsanto Chemical Works' Chicago office, has been elected secretary of the Chicago Perfumery, Soap and Extract Association, to fill the unexpired term of Walter E. Flummerfelt, who recently resigned. Mr. Filmer has already been secretary of the association for four terms.

Stanley Park has been appointed division sales manager by the Mennen Co., with offices in Newark. Mr. Park formerly had charge of the company's Chicago office.

Joseph Huisking, vice-president of Charles L. Huisking, Inc., New York, in charge of essential oils, who injured his leg while bowling early last month, is back at his office although still using crutches.

A. B. Raymond, secretary and treasurer of John Powell & Co., New York, died March 30 at the age of sixty-nine years.

The Forhan Co. reports a net income of \$557,789 for 1925, after deducting taxes and discounts.

Wallace E. McGaw, formerly in the soap and cottonseed oil business at Atlanta, Ga., is the new head of the Colgate & Co. purchasing department. Mr. McGaw succeeds the late Walter T. Hathaway.

Welch, Holme & Clark Co., New York, have just issued a booklet describing the correct method of preserving eggs in silicate of soda solution.



*"Distinguished for its High
Test and Uniform Quality"*

**Soda Ash
Caustic Soda
Bicarbonate
of Soda**

IT is the control of the sources of supply, of raw materials, of transportation, which makes the Michigan Alkali Company able to meet every emergency promptly.

And provision for the future, maintenance of vast reserve resources, reduces emergencies to a minimum.

Michigan Alkali Company

General Sales Department

21 East 40th St. - - - New York City

Chicago Office: 332 So. Michigan Ave., Chicago, Ill.

Works: Wyandotte, Mich.

Francis H. Sloane retired as president of Dodge & Olcott Co., New York, and has been elected chairman of the board of directors. Francis T. Dodge was elected president of the company. J. F. Pound, for the past thirty years in charge of the concern's Philadelphia branch, has been appointed sales manager and will make his headquarters in New York.

Edgar M. Queeny, vice-president and general sales manager of the Monsanto Chemical Works, St. Louis, made an extended business trip along the Pacific Coast last month, including a visit to the newly established office of the company in San Francisco at 149 California St. in charge of E. J. Emerald.

At a directors' meeting, held early in March, the following were elected officers of Roessler & Haaslacher Chemical Co.: Franz Roessler, chairman of the board of directors; William A. Hamann, president; Hector R. Carveth, first vice-president; Philip Schleussner, second vice-president and secretary; P. Samuel Rigney, assistant secretary; Albert Frankel, treasurer; Colby Dill, assistant treasurer.

H. Symington Cox, Cox, Aspden & Fletcher, United States agents for Mysore Government sandalwood oil, expects to sail for Europe soon. Mr. Cox will be away for six months and will spend considerable time in Mysore.

Sodium oleate, sodium floride, gelatin and citric acid are used in England for the colloidal impregnation of woolen cloths to make them mothproof.

Paster Chemical Works, New York, has incorporated for \$5,000, to make auto soap. D. Blitzer, 149 Broadway, acted as attorney.

P. S. Van Kirk, Olive Oil Soap Co., Pater-son, N. J., died March 22, following an illness of several weeks.

Augustin Blanque, Bruno Court S. A., Grasse, France, returned to Europe early this month after having spent a month with his company's American representatives, Morana, Inc., New York.

Eliminate Oil Price Protection

Aluses arising from the insertion, in essential oil contracts, of a clause protecting the buyer against decline, were discussed by representatives of various essential oil houses at a meeting held in New York, March 10. The following firms were represented at the meeting: Morana, Inc., Dodge & Olcott Co., George Lueders & Co., Antoine Chiris Co., Orbis Products Trading Co., W. J. Bush & Co., Magnus, Mabée & Reynard, Inc., P. R. Dreyer, Compagnie Duval, Hymes Bros. Co., Fritzsche Brothers, Inc., O. A. Brown Co., B. T. Bush, Inc., H. C. Ryland, James B. Horner, Inc., A. A. Stilwell & Co., and Heine & Co. E. V. Kileen, George Lueders & Co., acted as chairman of the meeting. It was unanimously agreed that protection against price decline was a bad thing for the industry and that it should be stricken from all essential oil contracts. A committee was appointed, headed by E. V. Kileen, with C. J. Fitzsimmons, Orbis Products Trading Co.; P. C. Magnus, Magnus, Mabée & Reynard, Inc.; W. H. Rowse, Morana, Inc.; and Joseph Mathias, James B. Horner, Inc., to give further consideration to the problem.

The special committee reported at the second meeting, held March 16, that they believed it would be to the advantage of both buyers and sellers to eliminate protection against decline in selling essential oils on contract. After considerable discussion, those present expressed their individual determination to sell essential oils on contracts at a flat price only and to accept no contracts guaranteeing protection against decline.

Those firms represented at the second meeting were: Morana, Inc., Dodge & Olcott Co., George Lueders & Co., Orbis Products Trading Co., W. J. Bush & Co., Magnus, Mabée & Reynard, Inc., P. R. Dreyer, Compagnie Duval, Fritzsche Brothers, Inc., O. A. Brown Co., H. C. Ryland, Antoine Chiris Co., James B. Horner, Inc., A. A. Stilwell & Co., and Heine & Co., constituting all excepting two who were present at the first meeting, together with Lautier Fils, Norda Essential Oil & Chemical Co., J. Manheimer, Compagnie Parento, Pfaltz & Bauer, Ungerer & Co., E. M. Laning Co., Benj. French, Inc., Roure-Bertrand Fils and Pierre Lemoine, Inc., who were not represented at the first gathering.

Glycerin exports in January, 1926, totaled 121,291 pounds, valued at \$27,438.



REMOVAL SALE

Prices Greatly Reduced on

SOAP MACHINERY

For Immediate Disposal

Soap Presses

Jones Automatic Pin Die Presses
 Jones Automatic Combination Presses
 Machinery Designing Automatic Presses
 Ralston Automatic Soap Presses
 Scouring Soap Presses
 Crosby Foot Power Soap Presses
 Dopp Foot Power Soap Presses

Soap Powder Machinery

J. H. Day Jaw Soap Crusher
 Blanchard No. 10 Soap Powder Mills
 Blanchard No. 14 Soap Powder Mills
 Allbright-Nell 5 x 7 Crystallizing rolls
 Condon Crystallizing Rolls
 Williams Patent Crusher & Pulverizer
 Raymond Soap Powder Mills
 Broughton Soap Powder Mixer
 Sedberry Crusher, Grinder & Pulverizer

Soap Cutting Tables

Hand-power Wooden Cutting Tables
 Soap Cutting Table with Self-spreader

Toilet Soap Mills

6-roll Granite Toilet Soap Mills
 4-roll Granite Toilet Soap Mills
 3-roll Granite Toilet Soap Mills
 Houchin-Aiken 5-roll Steel Mills
 Experimental Plodder
 Houchin-Aiken Plodders
 Rutschmann Plodders

Soap Crutchers

Houchin-Aiken Steam Jacketed Soap Crutchers
 Dopp Steam Jacketed Crutchers with and without engines
 Arnold Doll Steam Jacketed Crutchers
 Crutchers for Floating Soaps
 Steam Jacketed Crutchers, 5,000-lb. cap.
 Steel Tank, 6 in. x 6 in. with agitator and coils

Soap Slabbers

New Hand Power Steel Slabbers
 Curtis-Davis Power Slabbers
 Houchin-Aiken Power Slabbers

Filter Presses

Sperry 30 x 30 Cast Iron Filter Press

Various Other Items

Steel Soap Frames (various capacities)
 Soap V. rapping Machines
 Self Sealer & Weighing Machines
 Soap Chippers
 Glycerine Evaporators
 Soap and Oil Pumps
 Spiral Conveyor
 Soap Remelters, 3 ft. 10 in. diam. x 8 ft. deep
 Proctor & Schwartz Cooling & Crushing Rolls
 Drying Room Equipment
 Condon, Huber and Proctor & Schwartz Complete Soap Chip Dryers
 Barrel Filler
 Bottle Filling Machinery
 Silicate of Soda Digester
 Soap Racks
 Brass Soap Dies for foot and Jones Automatic Presses
 Round & Square Steel Tan's (var. sizes)
 Galvanized Tanks
 Bottle Capping Machine
 Day Grinding & Sifting Machinery
 Day Talcum Powder Mixers
 Soap Boiling Kettles
 Talcum Can Crimpers
 Proctor & Schwartz Bar Soap Dryer
 H.-A. Caustic Drum Sledging Machine, etc.

For Complete Description Wire or Telephone

NEWMAN TALLOW & SOAP MACHINERY CO.

1530 SOUTH HALSTED STREET

CHICAGO, ILL.

Telephone—Canal 0917-5558

ON PRODUCTS AND PROCESSES

Flaked soap is produced by subjecting a soap containing a large proportion of water to dry heat at a temperature of 120 to 205 degrees C at atmospheric pressure to expel the moisture and form porous mass according to U. S. Patent No. 1,571,625.

Blast furnace slag which has been granulated by introducing into water while hot is mixed with a soap to make a detergent mixture for cleaning terra cotta walls, etc., according to Patent No. 1,599,960.

A mixture for cleaning dyed fabrics is formed from a dehydrated soap base obtained from 19 lbs. of saponified cottonseed oil mixed with $2\frac{1}{2}$ gals. of water. This is then mixed with a solution formed from 1 lb. sassafras oil, 8 ozs. soap in $2\frac{1}{2}$ gals. water, fuller's earth, sodium hyposulfite, sodium salicylate, borax and additional water. For full details see U. S. Patent No. 1,571,829.

Soap powder without milling is described in the Deutsche Oel und Fett Industrie by R. Siebel as follows: The hot saponified soap is mixed in an agitator kettle with the desired soda ash and silicate. Cold air is then blown through the mass as it solidifies and a light fluffy powder is obtained which is floor-cooled and packed direct. If desired, simple grinding may be carried out once prior to packing.

Rancidity in soap is accelerated by pressing in dies according to de Belsunce, the French authority. Other points regarding rancidity which he makes are: soaps containing rosin do not become rancid, very pure fatty raw materials tend to increase rancidity, resinous perfumes retard rancidity and yellowing of the cake, filled soaps grow rancid less easily than unfilled soaps, dry and powdered soaps easily become rancid. He states that soap boiled with the addition of one per cent of sodium

thiosulfate and pressed in a die, remained white for six months while the same soap without the thiosulfate became rancid and yellow in one month. Ammonium bicarbonate and sodium carbonate prevented rancidity and yellowing for four months. The use of the thiosulfate and rosin is recommended as the most effective combination.

A new detergent preparation, covered by U. S. Patent No. 1,572,814, is made with soap cream, petroleum, carbon tetrachloride and turpentine.

The highly unsaturated acids and glycerides of fish oils are the source of objectionable odors. They are removed by treatment with sulfuric acid, but with losses as as pitch residues when the temperature is high. When the temperature is held at 40 ment with sulfuric acid, but with losses are small, but deodorizing is not complete.

Sulfonated castor oil or similar material is mixed with a hydrogenated phenol such as methylhexalin, with or without the addition of a potash olein soap, and is effective as a degreasing compound.

Sodium and potassium hydroxides can be separated by concentrating until crystallization occurs at relatively high temperatures (60 deg.) and potash crystals are separated at this temperature. To separate the soda caustic, the solution is diluted and crystallization of soda takes place at lower temperatures. See Patent No. 1,562,805.

A stove polish made of rosin dissolved in cold mineral oil with pulverized graphite or carbon black or other pigment stirred into the solution and more oil added to secure desired consistency, has been patented in the U. S. as No. 1,563,421.



Drum Lots Only

BOIS DE ROSE, direct shipment from Cayenne, French Guiana. 350 lb. drums.

BERGAMOT, 36/38% S. F. de Pasquale & Fratelli Brand, for shipment. 25 lbs.

CASSIA 80/85% tech. 420 lb. drums, shipment from China.

CORNMINT, 50% menthol. for shipment, very low prices. 50 lbs.

GERANIUM AFRICAN, spot and shipment. 100 lb. drums min.

GERANIUM BOURBON, spot, floating and shipment. 100 lb. drums min.

LAVENDER, flowers, COUPEY FILS & DEHAIS Brand, spot and shipment. 100 lb. drums min.

LAVENDER, spike, Spanish Diego Navarro brand, spot and shipment 200 lb. drums min.

LEMON, Italian, S. F. de Pasquale & Frat. brand, for shipment. 25 lbs.

ORANGE, Italian, S. F. de Pasquale brand, shipment from Italy. 25 lbs.

PEPPERMINT, Japanese (cornmint).

ORIGANUM 65% phenols, shipment. 500 lbs drums min.

PATCHOULI SEYCHELLES, a low priced variety, spot and shipment. 20 lb. cases.

ROSEMARY, Spanish Diego Navarro brand, spot and shipment. 4/500 lbs.

SPIKE, Spanish, Diego Navarro brand, spot and shipment. 200 lb. drums.

THYME, Spanish for shipment. 4/500 lb. drums min.

VETIVER BOURBON, floating. 20 lbs.

YLANG BOURBON, spot and shipment. 11 lb. tins.

NOTICE

We do not sell in **LESS THAN DRUM LOTS**, minimum original drums for the oils we specialize in are indicated opposite.

Some oils, however, arrive in small tins and in such cases we have no objection to selling in these small original containers.

Our overhead expenses are consequently so low that we can give the *larger consumers* the benefit of cost price to us plus only a small commission or profit.

In spite of this we wish to make it clear that our oils being absolutely pure we can only compete *on quality, not on price.*

**No Repacking
No Adulteration**

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160 Pearl Street - New York

Telephone: Hanover 3224 - 3225 - 3235

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COUPEY FILS & DEHAIS, 31 Rue Lafayette, Paris

Cables: COUPEDEHAI, Paris & New York

CONTRACTS AWARDED

Western Soap & Chemical Co., Los Angeles, has been awarded a contract to furnish the quartermaster supply officer, Fort Mason, San Francisco, with 15,000 pounds of soap chips at \$9.39 per 100 lb.

Procter & Gamble Distributing Co., Philadelphia, has been awarded a contract for 2,000 lb. soap at 9.8c lb. for Frankford Arsenal.

James Good, Inc., has been awarded a Government contract for 1,770 cans saddle soap at 10.9c lb. for the quartermaster, Chicago.

The Medical Section, Brooklyn, has awarded Kranich Soap & Specialty Co. a contract for 300 bars castile soap at 13.9c lb., and Unity Sanitary Supply Co., a contract for 6,000 jars soft soap at 17c lb.

The quartermaster, Marine Corps, Washington, will open bids April 23, schedule 505, for 75,000 pounds soap powder, 4,800 lb. grit hand soap, 3,500 lb. automobile soap, 4,400 lb. castile soap, 25,000 cans caustic and 1,500 lb. neutral soda and 330,000 lb. laundry soap.

Terminal Supply Co., New York, has been awarded a Government contract for 6,426 cans saddle soap at 8.2c to be delivered to the quartermaster, Chicago.

Pacific Chemical Co., New York, has been awarded a Government contract for 2,000 pounds of flake naphthalene, at \$6.45 per 100 pounds.

The quartermaster, Brooklyn, N. Y., has awarded the following contracts for soaps and chemicals: Pennsylvania Salt Manufacturing Co., 12,000 lb. chloride of lime at 5.5c lb.; Wing & Evans, Inc., 175,000 lb. Washing soda

at 1.65c lb.; John T. Stanley Co., Inc., 150,000 lb. powdered soap at 10.18c lb.; The Procter & Gamble Distributing Co., 480 lb. issue soap for Watervliet Arsenal at 5.54c lb.; George E. Marsh Co., 1,200 lb. issue soap for Fort Moultrie at 5.68c lb.; and J. Eavenson & Sons, Inc., 33,340 lb. issue soap for A. S. B., Brooklyn, at 5.27c lb., 3,900 lb. for Fort Hamilton at 5.49c lb., 1,800 lb. for Fort Wadsworth at 5.49c lb., 3,000 lb. for Mitchel Field at 5.49c lb., 3,600 lb. for Plattsburg at 5.43c lb., 3,000 lb. for Madison Barracks at 5.43c lb., 3,200 lb. for Fort Ontario at 5.51c lb., 2,400 lb. for Fort Niagara at 5.51c lb., 1,800 lb. for Fort Monmouth at 5.41c lb., 480 lb. for Raritan at 5.41c lb., 3,600 lb. for Fort Du Pont at 5.41c lb., 4,800 lb. for Fort Eustis at 5.67c lb., 4,800 lb. for Langley Field at 5.61c lb., 500 lb. for Fort Royal, Va., at 5.61c lb., 600 for Big Point, Va., at 5.61c lb., 3,500 lb. for Fort Humphreys at 5.61c lb., 2,400 lb. for Camp Holabird at 5.41c lb., 6,000 lb. for Fort Howard at 5.49c lb., 3,000 lb. for Fort Hoyle at 5.49c lb., 1,200 lb. for Aberdeen, Md., at 5.41c lb., 2,040 lb. for Philadelphia at 5.3c lb., 720 lb. for Frankford Arsenal at 5.3c lb., 1,500 lb. for Carlisle Barracks at 5.4c lb., 1,900 for Fort Screven at 5.91c lb., 3,600 lb. for Fort Barrancas at 5.91c lb., 3,500 lb. for Washington Barracks at 5.41c lb., 1,500 lb. for Takoma Park, D. C., at 5.41c lb., 600 lb. for Bolling Field at 5.47c lb. and 100 lb. for Washington at 5.41c lb.

The Department of Commerce has received an inquiry, number 19490f, from Honduras, from a firm that desires to purchase stearic acid; an inquiry, number 19501f, from Germany, from a firm desiring to act as agents to import 5 to 10 tons lard a week, and an inquiry, number 19516f, also from a firm in Germany, wishing to act as agents for lard and tallow. Further details may be obtained by writing to the nearest office of the Bureau of Foreign and Domestic Commerce, giving the number of the inquiries in which you are interested.

Imports of beeswax and other animal waxes, reached 563,603 pounds, valued at \$212,488, in January.

RECORD OF TRADE-MARKS

The following trade-marks were published in the March 2, 9, 16, 23 and 30, 1926, issues of the Official Gazette of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

The American Insecticide—This is in white letters on black border of label. Insecticide. Filed Oct. 31, 1925. Claims use since July 1, 1925. Filed by Komo Chemical Co., Inc., Philadelphia, Pa.

Niagara—This in black letters below a picture of Niagara Falls. Insecticides, disinfectants, and deodorants. Filed Dec. 4, 1925. Claims used since Sept. 2, 1924. Filed by Niagara Alkali Co., Niagara Falls, N. Y.

Delightful—This in black letters. Soaps. Filed Dec. 28, 1925 under ten-year proviso. Claims use since Jan. 1, 1880. Filed by Joseph Gutrad Co., San Francisco.

Caliptus—This in black letters over printed tree. Soaps. Filed Dec. 29, 1925. Claims use since Dec. 1, 1925. Filed by Joseph Gutrad Co., San Francisco.

Real Stuff—This in black letters in quotes. Soap. Filed Dec. 30, 1925. Claims use since Nov. 14, 1925. Filed by Ray C. Sanford, Franklin Grove, Ill.

Brillo—This in grey letters on unfolded box. Square soap on one side and a woman using the soap on pans on the other. Filed Oct. 18, 1924. Claims use since Aug. 15, 1924. Soaps, cleaning, scouring and polishing wads, pads, rolls, and cloth of abradant nature for removing foreign matter from metal and other surfaces. Filed by Brillo Mfg. Co., Brooklyn.

Cleanol—This in black letters, written across a pine tree. "Pine Brand" written on top of the word "Cleanol" and "Hand Cleanser" below it. Hand soap product. Filed Dec. 14, 1925. Claims use since Sept. 1, 1924. Filed by Welco Products, Inc., Boston.

Namello—This in white letters. Polish and cleaner for automobiles, furniture, all varnished and painted surfaces, metal and glass. Filed Dec. 19, 1925. Claims use since Nov. 24, 1924.

Fischer's—This in fancy black letters in center of circle label, under this name in black letters,—"solidified olive green soap (PH)" and around the circle of label in large black letters, "The Best Soap in the World—Made in Cincinnati." Filed Dec. 21, 1925. Claims use since Sept. 1, 1921. Filed by The Fischer Soap and Oil Co., Cincinnati.

Fischer's—This in fancy black letters in center of circle label, under this name in black letters,—"concentrated green glycerin soap (LS)" and around the circle of label in large black letters,—"The Best Soap in the World—Made in Cincinnati."

Germa-Medica—This in black letters. Soap. Filed Dec. 26, 1925. Claims use since June 1, 1925. Filed by Huntington Laboratories, Inc., Huntington, Ind.

Byron's Novodent—This in black letters. Tooth powder. Filed Dec. 28, 1925. Claims use since Sept. 1, 1925. Filed by the Novodent Chemical Co., San Francisco.

Bullet—This in black letters. Hand cleaners. Filed Jan. 4, 1926. Claims use since Dec. 23, 1925. Filed by J. B. Williams Co., Glastonbury, Conn.

Nak—This in black letters inside of circle. Shoe polish and leather cleaner. Filed Jan. 5, 1926. Claims use since June 5, 1925. Filed by North American Anolin Corp., Little Falls, N. Y.

Armand—The trade mark consists of the representation of a period costumed lady. Soap. Filed Jan. 20, 1926. Claims use since 1916. Filed by The Armand Co., Des Moines, Iowa.

Ezshine—This in black letters. Shoe polish. Filed Jan. 22, 1926. Claims use since Dec. 23, 1925. Filed by It Shoe Polish Co., Inc., Baltimore.

Alsamo—This in black letters. Polishing preparation for metals. Filed Jan. 23, 1926. Claims use since Jan. 23, 1926. Filed by Alsamo Mfg. Co., Philadelphia.

P. P. P.—This in white letters in center of circle, around circle—Packard Perfect Polish. Polishes for automobile bodies, printed and enamel ironwork, pianos, furniture and all varnished woodwork. Filed Sept. 23, 1925. Claims use since July, 1925. Filed by Edwin Thomas Packard, Los Angeles, Dallas, Texas; Boston, Mass.; and Oakland Beach, R. 1.

Myco—This in black letters. Oil soap, liquid soap, soap powder, scouring powder, sweeping compounds and metal polish. Filed Oct. 15, 1925. Claims use since Jan. 1, 1918 and Oct 15, 1925. Filed by Masury-Young Co., Charleston, Mass.

Fliquits—This in fancy black letters, under this name is a picture of a cat with one paw clawing a fly. Insecticides. Filed Nov. 10, 1925. Claims use since Nov. 2, 1925. Filed by Larson Insecticide Co., Detroit.

Miracle Liquid—This in black letters, "Miracle" on one line and "Liquid" on line below. Above word "Miracle" appear these two words—"Just Spray." Insecticide, disinfectant and deodorant. Filed Jan. 22, 1926. Claims use since Dec. 1, 1925. Filed by Quaker Maid Products Co., Washington, D. C.

Fly-Fate—This in white letters, above this in black letters Temple Garden, and picture of temple garden in a small circle below. Insecticide. Filed Jan. 30, 1926. Claims use since Jan. 5, 1926. Filed by Temple Garden Tea Co., Atlanta, Ga.

Rat-Tox—This in black letters. Rodent exterminator. Filed Feb. 6, 1926. Claims use since Sept. 4, 1925. Filed by Toledo Rex Spray Co., Toledo, Ohio.

Fly Kil—This in white letters on black background, the words—"destroys insects"—are directly under it. To the side is a picture of a wooden soldier killing a fly with a gun. Insecticide spray. Filed Oct. 10, 1925. Claims use since October, 1924. Filed by Stuart Perkins, North Kansas City, Md.

E'Clat—This in black letters on small fancy label, and Colgate & Co., N. Y., U. S. A. directly under it. Soap. Claims use since Sept. 9, 1912. Filed by Colgate & Co., Jersey City, N. J., Oct. 26, 1925.

Turuth—This in black letters on picture of a room with a woman using a cleaning preparation with a long handled brush. Filed Oct. 26, 1925. Claims use since Aug. 17, 1923. Filed by Turuth Company, Oakland, Calif.

Crown Water—This in black letters with a picture of a crown between the two words. Disinfectant and stain removing compound. Filed Oct. 29, 1925. Claims use since Jan. 15, 1922. Filed by Martin Schachter, doing business as Crown Water Co., Bridgeport, Conn.

Fischer's—This in black letters in center of circle under this the words "Pure cocoanut oil liquid soap." Around the circle are the words, "The Best Soap in the World, made in Cincinnati." Filed Jan. 28, 1926. Claims use since Sept. 1, 1921. Filed by Fischer Soap & Oil Co., Cincinnati.

Fischer's—This in black letters in a circle with the following words written above it, "Where there's life, there's soap." Around the circle are the words, "The best soap in the world, made in Cincinnati." Soap. Filed Jan. 28, 1926. Claims use since Sept. 1, 1921. Filed by Fischer Soap & Oil Co., Cincinnati.

Dilnorpa—This in black letters. Shaving-soap, cream, and shaving sticks. Filed Jan. 23, 1926. Claims use since March, 1922. Filed by Dill Company, Norristown, Pa.

Soap—The trade-mark is lined to indicate the color green. Filed Feb. 2, 1926. Claims use since Nov. 20, 1921. Filed by Morris Cohn, doing business as Crystal Chemical Co., Newark, N. J.

Chlorosol—This in black letters. Cleanser, generally used in solid form for cleaning receptacles and containers. Claims use since Jan. 30, 1926. Filed by Diversey Mfg. Co., Chicago, Feb. 5, 1926.

Taps—This in white letters. Insecticides. Claims use since Jan. 4, 1926. Filed by The Capitol Insecticide Co., Jackson, Miss., Feb. 10, 1926.

Clarkol—This in black letters. Liquid disinfectant. Claims use since Jan. 21, 1926. Filed Feb. 10, 1926, by Clarke Chemical Co., Wickliffe, Ohio.

Bye-Lo Baby—This in black letters. Castile soap. Claims use since Jan. 29, 1926. Filed Feb. 11, 1926, by Geo. Borgfeldt & Co., New York, N. Y.

Korrex—This in black letters. Disinfectants. Claims use since Feb. 1, 1926. Filed Feb. 11, 1926, by Korrex, Los Angeles.

(Continued on page 67)

COAL TAR DISINFECTANTS

CRESOL COMPOUNDS

CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED
PROMPT SERVICE ASSURED TO ALL ORDERS



BAIRD & McGUIRE, INC.

HOLBROOK, MASS.

ST. LOUIS, MO.

Warehouse Stocks at

New York City

Kansas City

San Francisco



INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*. Harry W. Cole, Holbrook, Mass., Secretary.

Activities of the Association

The following official bulletins have been sent out from the office of Secretary Harry Cole:

April 3, 1926

Word has just come to us from the Proprietary Association that Mr. Griest has introduced in Congress a bill known as H. R. 10823, which is a committee substitute for the pending caustic-acid bill in the House. Mr. Griest's bill is much more drastic than any bill of similar nature that has come to our notice, inasmuch as it contains a long list of substances which are classed as "dangerous," "caustic" or "corrosive." Our members should be particularly interested in at least two of these items. They are (1) Cresol and any preparation containing cresol in a concentration of *two per centum* or more by weight. (2) Carbolic acid, otherwise known as phenol, and any preparation containing carbolic acid in a concentration of *two per centum* or more by weight.

No attempt will be made at this time to give the bill in full, as it is a very lengthy one. Boiled down to the essentials, however, it means (as we interpret it) that preparations containing cresol or phenol in a concentration of two per cent or more are to be regarded as dangerous, and under the terms of the bill must be labeled to show (1) the common name of the substance; (2) the name and place of the manufacturer, packer, seller or distributor; (3) the word *Poison*, running parallel with the main body of reading matter on the label or sticker, on a clear plain background of a distinctly contrasting color, is uncondensed gothic type, the letters to be not less than 24 point size, unless there is on the label or sticker no other type so large, in which event the type shall be not smaller than the largest type on the label or sticker, and (4) directions for treatment and the antidote for use in case of accidental personal injury, either internal or external, by the dangerous, caustic or corrosive substance contained therein.

The passage of this bill, in its present form,

would in our opinion, work a great injustice to manufacturers and distributors of insecticides and disinfectants, for the following reasons: First, coal-tar disinfectants contain cresol in a concentration of 2 per cent or more, and therefore would have to be labelled as above prescribed. Second, there are a number of states which have poison codes, and in these states any substance classed as poisonous must necessarily be sold only by druggists. Third, insecticides for household use, which are based on phenol, contain a concentration of carbolic acid which would bring such preparations within the "dangerous" classification. Therefore in the states having poison codes, the insecticides could only be sold by pharmacists.

If we understand this bill, it will require disinfectants and certain types of insecticides to be sold exclusively by druggists. The bill does not make any mention of this, but by requiring a poison label to be attached, it brands it as a material which can be legally sold only by registered pharmacists in those states which have poison codes. The author of the bill did not perhaps give thought to the great injustice and inconvenience such a measure would bring to farmers and stock raisers who purchase hundreds of thousands of gallons of coal-tar dip and fly oil each season, for ridding their stock of flies, lice and parasites. How ridiculous it is to think that these products, often ordered in carload lots, could be obtained from the druggist in the vicinity.

Then too, there is creosote oil which is used very extensively by railroads, steamship lines, telephone and telegraph companies and by farmers for preserving wood. Creosote oil contains cresol in a concentration of 2 per cent or more, and under the terms of this bill would be classed as "dangerous" and require the poison label. Picture if you can a railroad going to a drug store for its supply of creosote oil, running into millions of gallons.

This Griest bill appears to be another of those loosely drawn measures which has had immature thought and without regard to conse-

quences or what effect it will have on legitimate business. As an instance of this, disinfectants containing cresol are placed in identically the same class as sulphuric and nitric acids.

There is urgent need to combat the passage of this bill. The Proprietary Association says that hearings are unlikely, inasmuch as the bill has the standing of a committee substitute, and that any opposition offered will have to come from the floor of the House. Therefore you are urged to immediately write to your Congressman and point out to him in vigorous fashion how the passage of this bill would affect your interests and those of the industry generally, and ask him to have removed from the bill the objectionable features outlined above or to do everything possible to have the bill defeated in its entirety. Please do this and send this office a copy of your letter so that we might know just what has been done. Remember, please, it is *urgent*.

April 6, 1926

Yesterday afternoon we sent to all our members who were known to be engaged in the manufacture or distribution of coal-tar products, the following telegram: "Senate Caustic Bill by Pepper number 2320 has passed Senate and is before House as well as Griest Bill. Our bulletin number five of January 14th gives particulars of Pepper Bill and bulletin of April 3rd of Griest Bill. Pepper Bill not objectionable. Griest Bill highly so. Telegraph your Congressman urging passage of Pepper Bill rather than Griest Bill. Follow by letter explaining why and protest against passage of entirely new bill on which no hearings have been given. Passage likely at any time. Immediate action necessary."

The Griest Bill is very much more drastic than the Pepper Bill. Look over our bulletin No. 16 of Saturday, April 3rd, and you will see why. You will note that the percentages have been very much reduced, also that certain substances have been included which heretofore have not been named. Among these is cresol. This includes coal-tar disinfectants, animal dips, fly sprays, creosote oil and cresylic acid. If this bill passes, all these must be labeled Poisonous. In a large number of states the poison codes or pharmacy laws require that substances which are poisonous shall be sold only by registered pharmacists. It is so apparent that under such a law many legitimate manufacturers and distributors will be forced out of business, that further comment seems unnecessary.

An appeal is made to you in the strongest language we can use, to immediately wire and

write your Congressman protesting the passage of the Griest Bill, not only for its objectionable features but because it is an entirely new bill and no opportunity has been given for a hearing. It is not likely that both the Pepper and Griest bills will be defeated in the House. Therefore, as it may become necessary to choose between the two evils, telegraph your representative in Congress to support the passage of the Pepper Bill. Even although you may have already wired to Washington, be sure to follow it up with a letter of explanation.

April 7, 1926

It is assumed that ere this you have wired your Congressman, protesting the enactment of the Griest Caustic-Acid House Bill No. 10823, which is the subject of our bulletins of April 3rd and 6th. It is furthermore assumed that you have followed your telegram with a strong letter setting forth the reasons why this bill should not become law. You have been requested to send a copy of your letter to this office so that we might have an accurate record here of what has been done.

You are not asked to do this as a favor to your association, your secretary, or to any one else. You are asked to do it to protect your own interest. Copies of telegrams and letters have already reached this office from business houses whom we warned of this proposed legislation, but who are NOT members of our association. What have you done to keep this vicious bill from passing?

Please bear in mind that Congressmen are flooded every day in the week with telegrams and letters concerning this or that bill. The usual procedure is to have the secretary reply in a courteous way that the matter in question will have attention. That does not satisfy. We must not be content to have our protests "placed on file." Your Congressman holds his seat as a result of your vote. He knows you have it partly in your power to re-elect or defeat him when election time comes around. Therefore you have a right to demand of him a definite expression as to how he intends to vote on this bill.

Again you are reminded that if the Griest Bill becomes law, and you are dealing in products that contain cresol in a concentration of 2 per cent or more, including disinfectants, sheep dips, cresylic acid, animal sprays and creosote oil, you will have to label such materials *poison*, and in states that have poison codes (and most of them have), you can sell only through registered druggists. Are you going to let the author of this bill put this thing across without any effort on your part to combat it?

The New Era in Household Insecticides

By G. R. RINKE

Vice-president, John Powell & Co.

(Before the 12th Annual Convention of the Insecticide and Disinfectant Manufacturers Assn. at New York)



INSECTICIDES have been in use at least 100 years, possibly longer, and the demand has increased slowly, but surely. The demand increased at a very modest rate until recent years, but now it is going ahead by leaps and bounds. The housewife—if she

knew there was such a thing as an insecticide—bought a package in fear and trembling lest its contents kill her and her family and oftentimes did not buy unless the need for relief was pressing indeed. Also, we sometimes wonder whether there was not a psychological resistance to be overcome in that folks felt that the less annoying pests had better be killed off laboriously one by one by hunting them down personally rather than confess the stigma of having to purchase a “bug killer.”

The tremendous development of the insecticide industry of late years has been largely due to the aggressive educational advertising in the daily press and popular periodicals. Such advertising has made the housewife realize that an effective remedy may be had at the corner store at a modest cost. It has made her realize that insect pests destroy health and household goods and that common sense and a trifling amount of effort will control such unwelcome visitors without the need of resorting to poisonous, disagreeable or staining concoctions.

It is only of comparatively recent date that the “fly spray” or “fly killer” type of liquid insecticide made its debut. These preparations are effective and have come to stay. They enjoy the widest distribution and sell side by side with pyrethrum powder. Both are effective all ‘round household insecticides and there is a field of sale and a demand for both. It used to be that most any kind of product could be sold as an insecticide, and many gave poor satisfaction, with the natural resulting curtailment of demand by those who had been “stung”—literally and financially. The activities of the Insecticide and Fungicide Board have put such inferior products where they belong by insisting that they must be effective for the purpose for which they are sold, together with the requirement that quite accurate statements be made on the labels. Adulterated insect powders are no longer sold intentionally or unintentionally as pure full

strength goods and by dint of the increased knowledge of what a good insecticide should do, the buying public selects those products that are free from sophistication and poisons and which are guaranteed to do good work.

Thus the inferior powder packages have largely disappeared and likewise the competition of the modern “fly spray” liquid has almost entirely eliminated the old-fashioned phenol contact liquid insecticide. This may perhaps be best illustrated by one of the largest manufacturers of the old-fashioned liquid preparations, who but recently told us that his last year’s business had increased substantially in numbers of gross sold, notwithstanding the fact that the revision of his formula had necessitated increasing the retail sale price some 50 per cent. His jobbing trade had predicted all sorts of dire results should he change his formula and increase prices, but he was forced to make the move because of the competition of “Fly Sprays.” He heeded “the handwriting on the wall” and its warning that he must keep abreast of the times or be ruined by the more intelligent selection of the buying public.

It is interesting that the increased business activity in household insecticides has brought new concerns of means and ability into the field. This has had a stabilizing influence in that price cutting and vicious sale practices are discouraged and retail sales prices have established themselves at levels that permit a fair profit to the manufacturer.

Perhaps it is but natural to expect it, but it is very evident to us that quality bears a very important relationship to the continued successful sale of insecticides. Advertising is extremely desirable to say the least, but all of the money in the world will not maintain a high sales volume after time has elapsed and the public learns that the insecticidal properties are below par. Because of our unique position we have quite an accurate check on concerns of all sizes all over the country and, discounting for the moment questions of aggressiveness, amount of advertising, etc., of the various manufacturers, we see clearly that the firms are the most successful which are careful about the ingredients they use and pride themselves on putting out high class products.

We cannot emphasize too strongly that ad-

Trade Mark

HEX

Reg. U. S. Pat. Off.



TAR ACID OIL

Chilled - Filtered and Pressed - No Sediment

Makes up a milk white emulsion with a good odor.

No waste—cheapest in the long run



TAR PRODUCTS CORPORATION

REFINERS AND MANUFACTURERS

PROVIDENCE, RHODE ISLAND

Office—99 Empire St.

Works—East Providence

LIQUIDS

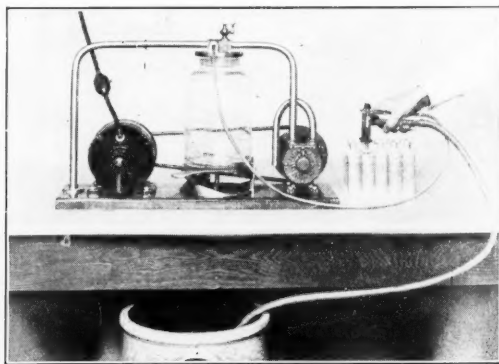
Automatically

FILLED

Into Bottles or Cans

at a cost of

15 CENTS A DAY



FILLING bottles or cans with disinfectants or other liquids by hand is a slow expensive process.

You can try this automatic vacuum filling machine *at our risk*.

Send us a filled sample of your container and ask for particulars.

Standard Automatic Vacuum Filling Machines

Manufactured by

Pneumatic Scale Corporation

68 NEWPORT AVENUE

NORFOLK DOWNS, MASS.

vertising has been the means of teaching the public that insecticides are practical and easy to use. Is it not possible to educate the public to the fact that insecticides are necessary the year around? We believe that insecticides are being used more and more throughout the whole year. Every bit of advertising and edu-

cational effort to this end will help the trade tremendously. People must be taught that insects not only can but should be thoroughly controlled, and we must all bend every effort that mankind may learn that household cleanliness is concomitant and synonymous with personal cleanliness.

The Japanese Pyrethrum Situation

Prices Sagged from Heavy Carry-Over, Estimated at 2,300 Tons for 1925, Against 1,100 for 1924

BASED on estimates of insect flower acreage in Japan, estimates of the 1926 crop, which will be harvested in June, have come to the Chemical Division of the Department of Commerce, as follows:

	Long tons
Hokkaido crop	3,750
Mainland crop	3,000
Total	6,750

In addition, there will be carried over from the 1925 crop up to July, 1926, an estimated total of 2,300 tons, making the quantity of pyrethrum flowers available by July, 1926, about 9,050 long tons. Estimates of the 1925 crop varied from 5,000 to 7,000 long tons, with a carry-over from the 1924 crop of 800 to 1,500 long tons. Averaging these estimates, the 1925 crop amounted to 6,000 long tons, with a carry-over of 1,150 tons.

The forecasts for 1926, therefore, compare with 1925 estimates, as follows:

	Long tons
Total 1926 crop and 1925 carry-over	9,050
Total 1925 crop and 1924 carry-over	7,150
1926 excess	1,900

The normal domestic demand for pyrethrum flowers is reported as about 1,500 tons per annum. In addition there is a growing volume of exports, as indicated by exports from Kobe, as follows: 1922, 1,777 long tons; 1923, 1,081; 1924, 2,059; 1925 (ten months), 2,937, most of which have come to the United States.

Although these statistics cover Kobe only, they represent practically the total shipment from Japan. With possibly a few small exceptions, all Japanese shipments of pyre-

thrum flowers are prepared for exportation at Kobe, regardless of the part of the country in which the flowers originally were grown. The increasing volume of exports from Japan during the past two years is attributable primarily to the growing demands of the United States and Australia.

Making allowances for an export demand even greater than that of previous years plus normal home requirements of about 1,500 tons, the total 1926 demand can not equal the production unless weather conditions result in an extensive deterioration of the crop, according to reliable sources of information in Japan. Assuming that the combined domestic and foreign demand for Japanese pyrethrum flowers will attain a total of 6,000 tons, and that the quantity available in July, 1926, will amount to about 9,050 tons there still will be a surplus of 3,050 tons to be carried over into 1927.

Although the anticipated overproduction in 1925 should have weakened the market considerably even in the early part of the year, prices did not react in direct proportion to future indications. Foreign buyers came into the market for requirements whenever a reduction was offered, and domestic speculators took advantage of a drop in price to cover future obligations contracted previously at comparatively high prices. Prices for insect flowers dropped during 1925 from a high point on January 12 of 62.75 yen per hundred pounds to 26.46 at the end of the year, December 26.

In the present situation a decline in price results in few orders, the buyers awaiting a still lower level. After dullness at a low level has prevailed for some time, a speculative buyer by operating discreetly can produce a sufficiently large flurry to stiffen the market, which, in turn, causes the p'acing

Specialists in
ESSENTIAL OILS

*For Manufacturers of Soaps
Insecticides, Disinfectants,
and Allied Products*



Oil Citronella	Oil Sassafras
Oil Cedar Leaf	Oil Cedarwood
Oil Hemlock	Oil Geranium
Oil Lavender	Oil Rosemary
Methyl Salicylate	



D. W. HUTCHINSON & CO., Inc.

Established 1896

45 Cliff Street

New York City

Salvinol D



A REAL solvent for the disinfectant manufacturer. This product has an equal solvent power and can be used as a diluent in the same proportions and can substitute in every way for Ethyl Alcohol.



[Samples and Prices on Request]

FLORASYNTH LABORATORIES, INC.
NEW YORK, N. Y.

of orders from abroad. The resulting rise in price benefits the speculator, who can accept orders at a considerable profit.

Kobe exporters apparently believe that pyrethrum flower prices will drop slightly below 12c per pound c. i. f. New York, providing there is no speculative buying to any large extent. At the present time considerable strength has been shown at 12½c c. i. f. New York, about 2,500 tons having been shipped during December, January and February. It is also felt that the market will improve during May, 1926, because of American requirements.

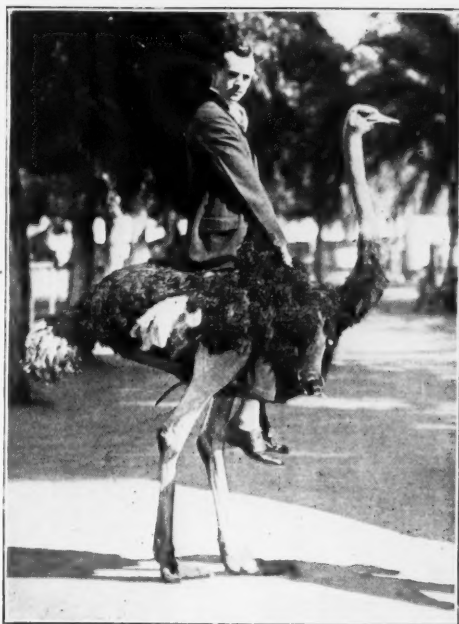
A mixture of pitch and cresylic acid is dutiable at 40 per cent, under Paragraph 27 of the Fordney Tariff Law, instead of being duty free, under Paragraph 1549, according to a decision of the United States Court of Customs Appeals, which reverses the Board of General Appraisers in its handling of the General Bakelite Corp.'s appeal.

Domestic production of creosote oil in Italy reaches only about 4,000 tons annually. The greater part of this is used in the preservation of timber, only a relatively small amount being consumed in the manufacture of disinfectants. Close to 4,000 additional tons are imported every year.

Exports of disinfectants and allied products, from the United States, are now listed as "disinfectants, insecticides, fungicides and similar preparations and materials." Shipments during January, 1926, totaled 575,611 pounds and were valued at \$76,767.

Lehn & Fink, Inc., Bloomfield, N. J., have announced net earnings of \$382,282 for the period from August 20 when the new corporation was organized to December 31, 1925. Total sales for 1925 were reported considerably over those for 1924.

Karath Chemical Co., 6242 Broadway, Chicago, has incorporated for \$25,000 to manufacture insecticides and cleaning compounds. Nellie D. Cummings, Wayne Cummings and Elbridge B. Pierce were the incorporators.



On a trip along the lower Pacific Coast and back to New York via Florida, combining business and pleasure, G. R. Rinke, vice-president of John Powell & Co., New York, stopped off long enough to try his luck at bareback riding. Both Mr. Rinke and the ostrich appear somewhat doubtful of what the other is going to do next.

TELEGRAPH

If you do not want the drastic so-called caustic acid bill, or its substitute now pending, The Griest Bill, H. R. 10,823, to be adopted by Congress *without a hearing*, telegraph your Representative in the House at once to vote against it. Telegraph first and follow it up with a letter. This will get greater attention.

This bill is unfair and unjust to manufacturers and distributors of disinfectants and insecticides. It will seriously interfere with their business if it passes. It will hit your business! Do your part for your industry and yourself. Wire at once to your representative and write him also to vote it down. Your telegram may determine his vote. Help kill this bill before it kills half of your sales! Telegraph now!

On to Quebec

On Monday, Tuesday, and Wednesday, June 14, 15 and 16, the mid-summer convention of the Insecticide and Disinfectant Manufacturers Association will be held at the Chateau Frontenac at Quebec. Early plans are under way to make this a fitting farewell to Quebec, for in all probability, the next mid-summer meeting of the Association will be held at some point in the Middle West for the convenience of manufacturers in that section of the country. The recommendation that after this year the summer meeting be held in the Midwest was voted at the last meeting of the Board of Governors. The annual meeting in December, however, will remain in New York, a proposal to shift to other cities being voted down by the Governors.

Cattle Tick Common in Jamaica

Insecticides should find a ready sale in Jamaica owing to the presence of numerous insect and fungus pests. The chief household pest is the cockroach, although flies and wood ants are numerous, and in the coastal parts mosquitoes abound. The cattle tick is also found in the Island, and its prevalence has been one of the factors resulting in the intro-

duction of Indian cattle and the breeding of tick resistant varieties. Panama disease, mosaic disease, black fly, and banana borer are the most serious of the plant diseases and insect pests in this Island, but of these only black fly may be successfully combated by spraying. The insecticides and fungicides most commonly employed here include London purple, Paris green, lead arsenate, Bordeaux mixture, and lime and sulphur solution. Although there exists a pronounced need in Jamaica for insecticides, fungicides, and spraying equipment, the market for these commodities is quite undeveloped at present. However, it is believed that in the course of time an increased demand will be noted, especially for household insecticides. Insecticides are handled by hardware merchants in Jamaica. A list of those merchants can be procured by accredited firms from the Commercial Intelligence Division, Bureau of Foreign and Domestic Commerce, Washington, D. C. (Consul Jose de Olivares, Kingston.)

A contract for 5,000 gallons of coal-tar, at \$895, has been awarded M. Carter-Barrus & Co.

Trageser Steel Drums—

are built to last!



THEY make ideal containers for liquid soaps, disinfectants, cleaning preparations, essential oils, vegetable oils and other liquid products.



30 - 55 - 110 GALLON SIZES
BLACK - GALVANIZED - TINNED

We also make Removable Head Drums and Steel Nesting Cans For Semi-Liquid or Paste Products

JOHN TRAGESER STEAM COPPER WORKS
451 WEST 26th STREET NEW YORK CITY

U. S. Foreign Trade Increases

In a general survey of the foreign trade of the United States in 1925 the Department of Commerce states that it "increased in aggregate value during 1925 for the third consecutive year. Merchandise imports were more than in 1924 and reached a value of \$4,228,000,000. This expansion was due primarily to larger purchases of raw materials, especially rubber, silk, and wool, and to numerous increases in prices. Free imports increased substantially, amounting to 62.7 per cent of the total, while dutiable imports were only slightly larger than in 1924. This relative increase in free imports resulted largely from commodity price changes, as only minor alterations were made in tariff schedules during the year.

"Merchandise exports totaled \$4,909,000,000 in 1925, which was 7 per cent more than in the preceding year, in consequence of larger shipments of raw cotton, automobiles, and machinery, and to higher prices of many kinds of finished manufactures. The entrepot trade continued small with re-exports aggregating only \$91,000,000, as compared with a value of \$4,818,000,000 for exports of domestic merchandise."

Mexican Insecticide Market Small

Because of the poverty of a great percentage of the Mexican people and their general lack of understanding of even the ordinary methods of sanitation the market for insecticides in Mexico is quite limited, according to a Consul report recently issued. It is generally accepted that only about 10 per cent of the country's population is at all conversant with the subject of sanitation. It is said that the Government is attempting to educate the people, and it is expected that the Mexican market for insecticides will grow steadily, although outside educational help would speed its development considerably. The report states that practically all of the insecticides in general use come from the United States.

James H. Read, Jr., of the Tar Products Corp., Providence, R. I., is the father of a baby girl born March 24. This is the third girl in the family of Mr. Read.

Cresote oil receipts in January amounted to 6,900,791 gallons, with a value of \$864,960.

Fly Killers Wanted in Chile

Sales of fly exterminators have increased in Chile since the inauguration by the Bureau of Sanitation of the Ministry of Hygiene of a campaign to exterminate flies in Santiago and its vicinity, according to the Chemical Division of the Department of Commerce. A special corps has been engaged to make necessary investigations and recommendations to abolish breeding places and to enforce proper precautionary measures by the public. While this body has been functioning for less than four months, it is reported the results thus far obtained have been extremely satisfactory.

One immediate effect of these activities has been to create a brisk demand for fly exterminating agents. While the mass of the public accepts the fly as a necessary pest and fails to take any measures to prevent free accessibility to offices, shops or living quarters, the vigorous campaign of the "Fly-killing Squad" is steadily forcing on the attention of the more thoughtful element its dangerous possibilities. Screening of houses is rare, limited almost wholly to certain of the foreign element and those Chileans who have lived abroad, but the use of various exterminators has been resorted to more frequently in recent years. The greatest demand hitherto has been for chemically prepared papers which may be placed in water and moved from one point to another. Next in importance has been paper prepared with a mucilaginous substance, which is sold to the public both in sheets and strips. Within the past eighteen months some sales have been effected of various liquid exterminators, especially those which are sprayed from a small hand sprayer, but the total consumption of all of these articles has been small.

Since the intervention of the Government there has been a large increase in the sales of all classes of fly exterminators and several of the large grocery and drug stores report that stocks have been exhausted. A list of firms in position to import fly exterminating preparations in Santiago is available upon request to the Commercial Intelligence Division, Bureau of Foreign and Domestic Commerce, Washington, D. C.

"Home Disinfectants and Insecticides" was the subject of a talk over the radio from Station KDKA, on April 14, at Pittsburgh by O. F. Hedenburg, Industrial Fellow of the Mellon Institute. This talk was originally scheduled for Mar. 31 but was later advanced to April 14.

Crude Corn Oil

Crude Soya Bean Oil

5% Yellow Olive Oil

Edible Sesame Oil
(10 Yellow, 1 Red)

Deodorized Cotton Oil

Salad Oil

Palm Kernel Oil (Bbls.)

Palm Oil (Casks and Bbls.)



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AFRICAN & EASTERN TRADING CO., Inc.
26 BEAVER STREET NEW YORK CITY

Market Report on
TALLOW, GREASES AND OILS

Written April 8, 1926

The past month has seen a weakening in practically the entire line of fats and oils, only one or two items of comparatively little importance to the soapmaker, having been advanced. The trade gives no reason for these declines other than general lack of interest on the part of buyers. There seems to be a general disposition, in consuming quarters, to hold back and await developments. Such orders as have found their way into the market have been, as a general rule, for small quantities. The buying fraternity has established itself on a hand-to-mouth basis, insofar as fats, oils and greases are concerned, and until more interest is shown the market will be soft and tending to lower levels.

COCONUT OIL

Weakening of practically the entire line of oils and greases has aided considerably in forcing this item to lower levels, during the past month. Consumers are not showing interest in anticipating their requirements and are holding off as much as the condition of their stocks will permit. Such orders as have entered the market have been for comparatively small quantities. Both Manila and Ceylon oils were offered down to 9½c. tank cars coast. Goods in barrels, on spot, were bringing 11c. to 11¼c. at the close.

COTTONSEED OIL

Lack of business forced prices to lower levels, during the period closing. Generally unsatisfactory business in kindred lines aided in weakening the market. P. S. Y. sold down to 11.90 and crude, for immediate shipment from the Southeast was moved at an inside of 10¾c. closing at 11c.

OLIVE OIL FOOTS

This market has been dull, with new developments lacking. Sales have not reduced in number, but buyers are showing no interest in quantity purchases. Spanish goods, for future shipment, have been offered down to 8¼c., with spot oil quoted from 8¾c. to 8½c. Italian foots are named at 8¾c. both on spot and for shipment.

OLIVE OIL

Offerings of commercial oil have not been heavy, but interest from consumers has been even lighter. Prices have dropped off to the

point where it is possible to buy goods at as low as \$1.12 a gallon. Other quotations range to \$1.20.

PALM OIL

In spite of the general weakness of the fats and oils market this item has been held at an even basis, with very little change from last month's quotations reported. Inside prices for spot Lagos oil are at 8½c., with goods for shipment offered at 8½c. Niger oil is named at between 8c. and 8¼c., both on spot and for shipment. If related products are maintained at present low levels buyers are not liable to quicken their interest in this oil at any early date.

PALM KERNEL OIL

Spot prices for palm kernel oil are lower, at this writing, than shipment figures. Any display of interest, on the part of consumers, will send spot goods to higher levels. Spot oil is inside at 9½c. for casks, with a range to 10c. as to quantity and seller. Futures are named at 9¾c.

PEANUT OIL

Supplies continue very limited with the outlook for any increase in offerings in the near future poor. This smallness of supplies has caused sellers to advance their quotations to 11¼c. for crude in tank cars at mills.

SOYA BEAN OIL

Lack of interest has forced prices down to an inside of 9¾c. a pound for goods in sellers' tank cars on the Coast. Offerings are not particularly heavy, however, and in event the demand shows any signs of livening increases will very likely be in order.

STEARIC ACID

Although large Eastern manufacturers are still asking 15½c. to 16c. a pound for double pressed goods and 17¾c. to 18¼c. for triple pressed acid there have been sales at 14¼c. and 17c. for carload lots of material. Inquiry is noted as fair.

TALLOW

Presence of considerable South American tallow, coupled with the general disinclination of buyers to enter the market, has forced prices to lower levels than have been reached in some months. Extra tallow, f. o. b. works, was sold inside at 8¾c., one cent below last month's bottom figure. It is reported that

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OLIVE OIL FOODS

OLIVE OIL

PALM KERNEL OIL

Tallow

Grease

Oleo Oil

Oleo Stearine

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sales of the South American product have not been large, consumers preferring domestic goods at an even or slightly higher price, but the presence of fairly large amounts has kept the market upset.

GREASES

Demand continues light and goods are available at lower prices. House grease can be had as low as 8c. a pound while yellow goods are down to 8½c. inside.

FISH OILS

Interest in these oils continues slow and the past month has seen both cod and menhaden prices move downward. Cod was sold between 60c. and 65c. a gallon, in cooperage, while some sales were made at 55c. for prompt shipment goods in tank cars. Light pressed menhaden could be bought for 65c. to 67c. per gallon on spot. Whale is unchanged at 78c. for natural winter, 80c. for bleached and 82c. for extra bleached.

European Musk Makers Combine

A combination of European artificial musk manufacturers, embracing practically all the leading factors abroad in Holland, Germany, France and Switzerland, has quite effectively forced prices to higher levels in most of the

world's markets, according to reports. Much of the severe competition of the past few years will be eliminated by the combine, it is stated. Prices abroad were reported to have moved upwards, being named before the combination as follows: ambrette 180 francs per kilo, xylol 4.50 fl., and ketone 190 francs. Later prices went to 6.00 fl. for xylene, 23.50 fl. for ketone, and 21.50 fl. for ambrette. In the American market, prices for xylene moved up, but the others showed little immediate change. When replacement prices are paid by importers, however, it is believed that American quotations will go considerably higher.

Create Associate Membership

At the last meeting of the Board of Governors of the Insecticide and Disinfectant Manufacturers Association, a special class of associate membership in the Association was established to be open to all manufacturers of containers, machinery, apparatus, and allied materials used by the disinfectant and insecticide manufacturers. Associate membership carries with it all the privileges of the Association with the exception of voting. Annual dues were placed at \$50.

Rosin exports for February were given as 54,660 barrels, valued at \$1,364,753.

FINE AND MEDICINAL CHEMICALS—TECHNICAL CHEMICALS—INTERMEDIATES

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Market Report on ESSENTIAL OILS AND AROMATICS

(As of April 8, 1926)

Somewhat lessened demand for essential oils and aromatic chemicals during the month past has tended to bring out slightly lower prices in a few instances. The general level of essential oil prices, however, has been quite well sustained in spite of the quiet market. Stocks of a number of oils in the American market are reported small as a result of hesitation in replacing at high costs in primary markets. After a steady decline extending for six or eight months, the position of terpineol strengthened during March and prices were moved upward. Lavender was easier. Bergamot and patchouli were firm items.

OIL ANISE

The dullness in the spot market tended to soften the position of anise. Demand has been less active and prices moved downward slightly, closing at 60c. up to 65c. for technical as seller, and 65c. to 70c. for U. S. P.

OIL BERGAMOT

After a continuation of the rise in bergamot into March, which took prices well over \$7.00 on spot, conditions quieted down and prices settled to \$7.00 to \$8.00 lb. spot as to brand and seller. Indications from Sicily point to a continuation of high prices based on the strength of holders there.

OIL CASSIA

Technical oil was more or less nominal with price depending on individual sales where made. U. S. P. was quoted slightly lower and closed the period at \$2.75 to \$2.85 lb.

OIL CEDAR

Competition in cedarwood oil brought out further low prices during the month. In drums on spot, from 25c. lb. upwards was quoted as to quantity, quality, and seller. Cedarleaf oil of good grade was still inside at 85c. and ranged to \$1.00 lb.

OIL CITRONELLA

Seasonal buying has not been as active as expected. Stocks on spot were reported as quite heavy during the period. For Ceylon oil in drums spot, 45c. lb. was inside ranging to 47c. for lesser drum lots and upward for cans. Java oil was easier in price with offerings at 75c. to 80c. lb. for good quality spot in drums. Demand was light.

OIL GERANIUM

Although the geranium position has been dull during the month, much of the previous weakness has been eliminated. Prices from Reunion are higher and spot holders tend to maintain quotations or advance prices. Any active buying would force values upward. Bourbon oil drums on spot ranged from \$2.75 to \$3.00 lb. African was named at \$3.25 to \$3.50.

OIL LAVENDER

The tendency was slightly easier on lack of demand and competition. Spot good quality oil was offered at \$4.50 to \$4.75 at the close with spike as to quality ranging from \$1.00 upward.

OIL LEMON

After the former spectacular rise, prices dropped back this month and closed at \$2.35 up to \$2.75 lb. spot as to brand and quantity.

OIL PATCHOULI

A markedly firmed position of patchouli saw higher prices noted on spot. Best heard was \$6.50 with mo. sellers quoting nearer \$7.00 lb.

OIL PEPPERMINT

Lack of demand has brought a sharp drop in peppermint prices during the month. Spot goods in cases closed at \$14.75 to \$15.25 lb. for natural and \$1.00 higher for U. S. P. Nothing of new crop outlook has been heard, although it is thought that the Oregon district will be a bigger factor in the market this year than before.

OIL SPEARMINT

Again lower this month on absent demand. Spot now at \$7.50 to \$8.00 lb.

TERPINEOL

After a long downward course, terpineol prices stiffened during the period and turned upward. At the close, makers quoted 30c. up to 33c. lb. as best for drums at works.

SAFROL

Named on spot at 29c. for imported, lower in competition. Makers quote 31c. lb. inside.

THYMOL

Quoted now at \$3.60 to \$3.75 lb. spot for U. S. P. from maker or importers.

Antoine Chiris Co., New York, will move its Chicago office to larger quarters June 1. Space has been taken in the Boyce Building, 510 S. Dearborn St.

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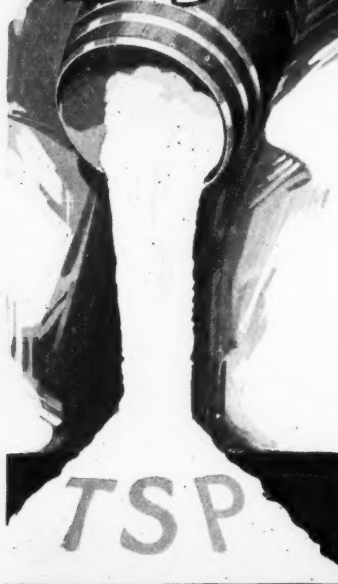
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Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of April 7, 1926)

The market for chemicals was practically stationary during the month just closed. Price revisions were fewer and changes of note were lacking. Early April reports indicated that the bulk of contract deliveries of the standard chemicals were fully up to the figures of the first three months of the year. Demand for spot chemicals was indicated as somewhat less than at the same time a month ago, but that the movement from spot stocks was still in good volume.

Acid Cresylic

Demand for cresylic has been slightly slower, but prices have shown no tendency to move downward owing to the firm position of the English market and the higher cost of replacement there. Prices on spot are about the same as last month, at 64c all the way to 70c for dark and 66c to 75c as to seller for light. On cresol, high costs abroad and inability to secure prompt goods from the domestic maker still keep supplies very scarce. Cost to import is reported at 26c c. i. f.

Alkalies

The situation in alkalies shows no change. Some competition among dealers was reported in caustic, but prices were not changed from the schedules previously noted. Contract deliveries of both caustic and soda ash were reported continuing active and well ahead of 1926 in most quarters.

Ammonia

Ammonia water was in steady demand at unchanged prices. There is keen competition, but no revision in market prices. For 26 degree, from 3½c up to 5c as to quantity is named. Ammonia carbonate is in good supply and stocks of imported goods here are quite large. English material is available at 10c up, and domestic at 14c lb.

Glycerin

The early part of April saw marked strengthening in the glycerin market. Visible stocks were apparently smaller and there was less tendency to meet buyers' ideas. Offerings became more limited and the pressure turned upward. In dynamite glycerin at the close, sellers were inclined to hold at 21¾c although

talk of 21½c sales were heard. C. P. stiffened up and was firm at the close at 23½c. Crudes advanced on better demand. Soap lye moved up to 15c and in some cases 15¼c as inquiry became heavier. Saponification was fairly active and quoted 16c up with little to be had. Chicago prices were reported slightly under these figures for New York. The stronger turn in the market at the close appeared very pronounced.

Rosins

Prices for all grades of rosin moved downward during the month when compared with the figures ruling in the early part of March. The lower grades lost quite some ground, B dropping to \$9.70. Middle grades, K to N, were off 25c to 30c over the period. WG moved down to \$16.20, a loss of 30c, and WW to \$16.50, a drop of 20c since last month. Foreign shipments of rosin have dropped off and account to a large degree for the easier position. Shipments to primary points have not been large. Consumers are watching the new production this season with interest.

Menthol

Active demand for natural menthol stopped the decline noted a month ago and prices closed the period higher at \$5.75 lb. cases at New York. Synthetic menthol, however, has been reported in active demand following the announcement of a lower price, \$5.00 to \$5.25 lb., by the maker.

Trisodium Phosphate

Movement of this material continues active. One maker reports he is still oversold. Others indicate good shipments. Price firm and unchanged at 5c lb. in barrels.

Caustic Potash

Demand has been steady for caustic potash and prices are firmly held at previously noted levels. There is no surplus of material in the American market, stocks being reported somewhat below normal. Imported or domestic 7½c to 7½c, works or New York.

Cresote Oil

Movement of cresote oils has been reported active during the month. No. 1 was held at 15c unchanged with other oils ranging upward as to specifications.

SODIUM SILICATE



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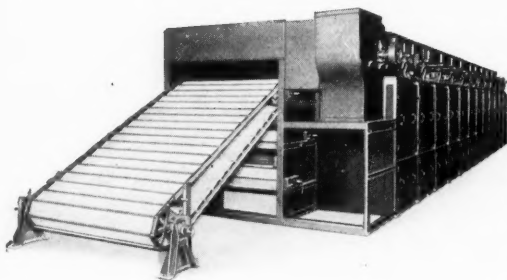
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Providence
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The Nichols Chemical Co., Ltd., Montreal

On drying Soap



NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor progressive

stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

C. G. SARGENT'S SONS CORP.

GRANITEVILLE

MASSACHUSETTS

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid Boric, bbls.	lb.	.209½	.10
Cresylic, 95%, alk., drums	gal.	.64	.67
97.99%, pale, drums	gal.	.66	.70
Formic, 85%, tech.	lb.	.10½	.11
Oxalic, bbls.	lb.	.11	.13
Salicylic, tech.	lb.	.35	.40
Sulfurous, 6% ebys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.15	.23
Anhydrous, bbls.	lb.	.19	.25
Alcohol, Ethyl U. S. P., bbls.	gal.	5.00	5.25
Complete Denat., No. 5, drums ext.	gal.	.30	.40
Ammonia Water, 26 deg. drums wks.	lb.	.04	.06
18 deg. drums wks.	lb.	.03½	.04
Ammonium Carbonate, tech., bbls.	lb.	.11	.14
Bay Rum, Porto Rico, denat., bbls.	gal.	.85	.95
St. Thomas, bbls.	gal.	.90	1.00
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Technical	lb.	.70	.75
Bleaching Powder, drums	100 lb.	2.40	3.00
Bone Black, bbls.	lb.	.06	.07
Borax, pl. cryst. bbls., kgs.	lb.	.05½	.06
Carbon Bisulphide, drums	lb.	.06½	.07
Carbon Tetrachloride	lb.	.07	.08
Caustic, see Soda Caustic, Potash Caustic.			
China Clay, filler	ton	20.00	40.00
Creosote, U. S. P., carbys.	lb.	.45	.50
Cresol, U. S. P., carbys.	lb.	.18	.20
Creosote Oil, drums	gal.	.14	.17
Diethyl Phthalate, drums	lb.	.36	.40
Epsom Salt, tech.	100 lb.	2.00	2.25
U. S. P., bbls.	100 lb.	2.50	3.00
Formaldehyde, bbls.	lb.	.09½	.10
Fullers Earth, bags	ton	25.00	35.00
Glycerin, C. P., drums	lb.	.23½	.24
Dynamite, drums	lb.	.21½	.22
Saponification, tanks	lb.	.16	.17
Soap Lye, tanks	lb.	.15	.15½
Hexalin, drums	gal.	4.75	5.00
Iodine, esubl. jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae.			
Lead Acetate (Sugar Lead), white	lb.	.15	.16
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol, cases	lb.	5.70	6.00
Synthetic	lb.	5.00	5.25
Mercury Bichloride, kegs	lb.	1.20	1.30
Iodide, boxes	lb.	4.20	4.30
Oxide, boxes	lb.	2.00	2.10
Ammoniated (White Pet.)	lb.	1.64	1.70
Naphthalene, ref. flake, bbls.	lb.	.06½	.08
Nitrobenzene (Myrbane), drums	lb.	.10	.11
Paraffin, cases, slabs	lb.	.07½	.10
Paradichlorobenzene, bbls.	lb.	.22	.24
Paraformaldehyde, cases	lb.	.45	.50
Petrolatum, bbls. (as to color)	lb.	.03	.13
Phenol (Carbolic Acid), drums	lb.	.23	.25
Pine Oil, bbls.	gal.	.66	.75
Potash, Caustic, drums	lb.	.07½	.08
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	3.00	3.50
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lb. bbl.	bbl.	9.70	14.00
Grade K to N	bbl.	15.25	16.00
Grade WG and WW	bbl.	16.20	16.50
Rotten Stone, powd. bbls.	lb.	.02½	.05
Silica, Ref. floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls. up, local	100 lb.	2.29	2.50
Soda Caustic, Contract, wks. sld.	100 lb.	3.10	3.30
Five drums up, solid, local	100 lb.	3.76	3.90
Five drums up, grnd. flk.	100 lb.	4.41	4.65
Soda Sal, bbls.	100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.75
Sodium Chloride (Salt)	ton	13.00	20.00
Sodium Hydrosulphite, bbls.	lb.	.24	.28
Sodium Phosphate, bbls.	lb.	.05	.06
(Trisodium phosphate)			
Sodium Silicate, 40 deg., drums	100 lb.	.80	1.25
Drums, 60 deg. wks.	100 lb.	1.70	2.00
In tanks, 10c less per hundred works.			

Oils—Fats—Greases

Castor, No. 1, bbls.	lb.	.13½	.14
No. 3, bbls.	lb.	.12½	.13
Blown, bbls.	lb.	.....	.15½
Coconut, Ceylon, bbls., N. Y.	lb.	.11	.11½
Tanks, Coast	lb.	.09½	.10
Cochin, bbls., N. Y.	lb.	.....	.....
Tanks, N. Y.	lb.	.11	.11½
Manila, bbls., N. Y.	lb.	.11	.11½
Tanks, Pacific Coast	lb.	.09½	.10
Edible, bbls., N. Y.	lb.	.....	.13
Cod, Newfoundland, bbls.	gal.	.60	.65
Tanks, N. Y.	gal.	.58	.60
Copra, bags	lb.	.....	.057½
Corn, ref., bbls., N. Y.	lb.	.13	.13½
Crude, tanks mills	lb.	.....	.10½
bbls., N. Y.	lb.	.....	.11½
Cottonseed, crude, tanks mill	lb.	.11	.11
PSY, bbls., N. Y.	lb.	.12	.13
Degras, Amer., bbls., N. Y.	lb.	.05	.05½
English, light, bbls., N. Y.	lb.	.05½	.05½
Brown, bbls., N. Y.	lb.	.05	.05½
Light brown, bbls., N. Y.	lb.	.04½	.04½
Dark, bbls., N. Y.	lb.	.04	.04½
Neutral, bbls., N. Y.	lbs.	.....	.10
Mellon, bbls., N. Y.	gal.	.....	.50
Greases, choice white, bbls., N. Y.	lb.	.12½	.13
Yellow	lb.	.08½	.08½
Brown	lb.	.....	.08
House	lb.	.....	.08
Bone naphtha	lb.	.....	.08
Lard, prime steam, bbls.	lb.	.15	.16
Compounds, bbls.	lb.	.14	.14½
Lard Oil, edible prime	lb.	.....	.17
Off prime, bbls.	lb.	.....	.14½
Extra, bbls.	lb.	.....	.13
Extra, No. 1, bbls.	lb.	.....	.12½
No. 2, bbls.	lb.	.....	.12½
Linseed, raw, bbls., spot	lb.	.10¼	.11
Tanks, raw	lb.	.09¾	.10
Boiled, 5 bbl. lots	lb.	.11½	.12
Menhaden, crude, bbls., works	gal.	.....	.55
Crude, tanks, Balt.	gal.	.....	.53
Light pressed bbls.	gal.	.55	.47
Yellow, bleached, bbls.	gal.	.68	.70
Extra bleached, bbls.	gal.	.70	.72
Oleo Oil, No. 1, bbls., N. Y.	lb.	.....	.13
No. 2, bbls., N. Y.	lb.	.....	.12
No. 3, bbls., N. Y.	lb.	.....	.11½
Olive, denatured, bbls., N. Y.	gal.	1.12	1.15
Edible, bbls., N. Y.	gal.	2.00	2.30
Foots, bbls., N. Y.	lb.	.08½	.09
Shipments	lb.	.08½	.09
Palm Lagoon, casks	lb.	.08½	.09
Niger, casks	lb.	.08	.08½
Palm Kernel, bbl., N. Y.	lb.	.09½	.10
Peanut, refined, bbls., N. Y.	lb.	.15	.16
Crude, bbls., N. Y.	lb.	.....	.12½
Ref. Oil, distilled, bbls.	lb.	.10½	.10½
Saponified, bbls.	lb.	.11	.12
Tanks	lb.	.10½	.11
Soya Bean, crude, tks., Pacific Coast	lb.	.10	.10½
Crude, tanks, N. Y.	lb.	.....	.13
Crude, bbls., N. Y.	lb.	.....	.12½
Refined, bbls., N. Y.	lb.	.....	.14
Stearic Acid, s. p. 200 lb. bags	lb.	.....	.14½
Double pressed	lb.	.14½	.16
Triple pressed, bgs.	lb.	.17	.18
Stearine oil, bbls.	lb.	.11½	.12
Tallow, edible tierces	lb.	.09¾	.10
City, extra loose	lb.	.08¾	.09
Tallow oils, acidless, tanks, N. Y.	lb.	.....	.11
bbls., c/1, N. Y.	lb.	.....	.12½
Whale, nat. winter, bbls., N. Y.	gal.78
Blehd., winter, bbls., N. Y.	gal.80
Extra blehd., bbls., N. Y.	gal.82

Why you should buy

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Because: it is a stable in alkalis. *Because* its perfume is more pleasing and more powerful than that of geraniol or geranium. And last but not least, *Because* it is the most economical article known in modern perfumery to impart a perfect and lasting rose odor to a soap made by any process.

We specialize in the manufacture of rose ingredients. Get our quantity prices.

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Felton Chemical Company, Inc.

Manufacturers of Aromatic Chemicals and Synthetic Flower Oils

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*The aromatic which makes the added
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CURRENT PRICE QUOTATIONS

(Continued)

Essential Oils

Almond, Bitter, U. S. P.	lb.	3.00	3.50
Bitter fl. P. A.	lb.	3.25	3.75
Sweet, cans	lb.	.92½	.95
Apicot, Kernel, cans	lb.	.60	.65
Anise, Tech., cans	lb.	.60	.65
U. S. P., cans	lb.	.65	.70
Australian Sandalwood	lb.	5.00	5.50
Bay, tins	lb.	2.10	2.20
Bergamot, coppers	lb.	7.00	8.00
Artificial, cans	lb.	2.00	2.20
Birch Tar, rect., bot.	lb.	.50	.60
Crude, tins	lb.	.20	.25
Bois de Rose, tins	lb.	3.10	3.25
Cade, cans	lb.	.28	.30
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.75	4.00
Camphor, Sassy, drums	lb.	.....	.14½
White, drums	lb.	.11½	.12
Cananga, native, tins	lb.	3.30	3.50
Rectified, tins	lb.	3.50	3.75
Cassia, 80-85%	lb.	2.50	2.60
Redistilled, U. S. P., cans	lb.	2.75	2.85
Cedar Leaf, tins	lb.	.85	1.00
Cedar Wood, light, drums	lb.	.24	.25
Citronella, Ceylon, drums	lb.	.45	.48
Java, drums	lb.	.75	.80
Cloves, U. S. P., cans	lb.	1.85	1.90
Copaiba	lb.	.40	.45
Erigeron, 20 lb. tins	lb.	6.50	7.00
Eucalyptus, Austl., U. S. P., cans	lb.	.52½	.55
Fennel, U. S. P., tins	lb.	.85	.90
Geranium, African, cans	lb.	3.25	3.75
Bourbon, tins	lb.	2.75	3.00
Hemlock, tins	lb.	.85	.90
Lavender, U. S. P., tins	lb.	4.50	5.00
Spike, Spanish, cans	lb.	1.00	1.30
Lemon, Ital., S. P.	lb.	2.35	2.75
Lemongrass, native, cans	lb.	1.05	1.10
Linaloe, Mex., cases	lb.	3.00	3.25
Neroli, Bigarde, ½ & 1 lb. bot.	lb.	75.00	100.00
Petale, 1 lb. bot.	lb.	100.00	125.00
Artificial, 1 lb. bot.	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.75	1.80
Orange, bitter, tins	lb.	2.70	2.75
Sweet W. Ind., tins	lb.	2.60	2.70
Italian, cop.	lb.	3.00	3.50
Origanum, cans tech.	lb.	.25	.28
Patchouli	lb.	6.50	7.00
Pennyroyal, dom.	lb.	2.50	2.75
Imported	lb.	2.40	2.60
Peppermint, nat. cases	lb.	14.75	15.25
Redis, U. S. P., cases	lb.	15.75	16.25
Jap. demen. (in bond)	lb.	3.00	3.25
Petit Grain, S. A., tins	lb.	2.15	2.25
Pinus Sylvestris	lb.	.85	1.25
Pumilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	9.00	9.50
Bulgarian	oz.	9.50	11.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.50	.60
Tech., lb. tins	lb.	.40	.45
Sandalwood, E. Ind. U. S. P.	lb.	7.10	7.25
W. Indian (Amayris)	lb.	2.00	2.25
Sassafras, U. S. P.	lb.	.80	1.00
Artificial	lb.	.27	.30
Spearmint, U. S. P.	lb.	7.50	8.00
Spruce	lb.	.85	.90
Thyme, red, U. S. P.	lb.	.80	.90
White, U. S. P.	lb.	.95	1.00
Tech.	lb.	.65	.70
Vetiver, Bourbon	lb.	15.00	17.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	7.00	8.00

Aromatic Chemicals

ISOLATES

Anethol	lb.	1.00	1.25
Citral	lb.	2.75	3.00
Citronellal	lb.	2.50	3.00
Eucalyptol, U. S. P.	lb.	.90	.95
Eugenol, U. S. P.	lb.	2.75	3.00
Geraniol, Domestic	lb.	2.25	3.50
Imported	lb.	2.50	3.75
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	6.00	6.25
Rhodinol	lb.	16.00	20.00
Safrol	lb.	.29	.31
Thymo 1, U. S. P.	lb.	3.60	3.75

SYNTHETICS

Acetophenone, C. P.	lb.	3.50	3.75
Benzaldehyde, tech.	lb.	.70	.75
Benzyl Acetate	lb.	1.35	1.50
Alcohol	lb.	1.45	1.50
Benzate	lb.	1.10	1.25
Citronellol	lb.	7.50	9.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.25	3.30
Geranyl Acetate	lb.	4.50	5.00
Heliotropin, dom.	lb.	1.85	2.00
Hydroxycitronellal	lb.	12.00	14.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	10.00	11.00
Linalyl Acetate	lb.	8.00	9.50
Menthyl	lb.	5.25	5.50
Methyl Acetophenone	lb.	3.75	4.00
Anthranilate	lb.	2.50	3.25
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.42	.48
Mirbane, rect.	lb.	.11	.15
Musk Ambrette	lb.	7.00	8.00
Ketone	lb.	9.00	10.00
Xylene	lb.	2.75	3.25
Phenylacetaldehyde	lb.	8.00	8.50
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot.	lb.	6.00	7.00
Terpinyl Acetate, 25 lb. cans.	lb.	1.25	1.35
Terpeneol, CP, 1,000 lb. drs.	lb.	.30	.31
Cans	lb.	.32	.33
Vanillin, U. S. P.	oz.	.42½	.49

Miscellaneous

Gums—

Arabie, Amb. Sts.	lb.	.13	.14
White powdered	lb.	.21	.25
Karaya	lb.	.10	.15
Tragacanth, Aleppo, No. 1	lb.	1.70	1.80
Sorts	lb.	.60	.75
Turkish, No. 1	lb.	1.20	1.30

Waxes—

Bayberry, bgs.	lb.	.21	.22
Bees, white	lb.	.62	.65
African, bgs.	lb.	.42	.45
Refined, yel.	lb.	.48	.50
Candelilla, bgs.	lb.	.35	.37
Carnauba, No. 1	lb.	.48	.50
No. 2, Yel.	lb.	.45	.47
No. 3, Chalky	lb.	.38	.40
Japan, cases	lb.	.18	.21
Paraffin, ref. 125-130	lb.	.06¾	.07
Pine Oil, stm. dist.	gal.	.65	.70
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade	gal.	.30	.35

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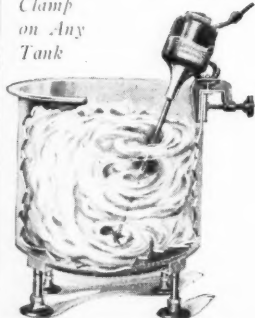
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25 Spruce Street

New York City

Trade Mark Record

(Continued from page 43)

No-Chap—This in black letters across the picture of a man in overalls. Washing powder. Filed Feb. 13, 1926. Claims use since Jan. 1, 1926. Filed by No-Chap Company, Cisco, Texas.

Walko—This in black letters. Lice powder. Filed Feb. 13, 1926. Claims use since Jan. 1, 1917. Filed by Walker Remedy Co., Waterloo, Iowa.

Lido-Venice—This in black letters. Toilet soaps and shaving creams. Filed Sept. 19, 1925. Claims use since Sept. 10, 1925. Filed by Cheramy Inc., New York, N. Y.

Cream Suds—This in black letters. Soap. Filed Feb. 5, 1926. Claims use since July 1, 1926. Filed by Procter & Gamble Co., Cincinnati, Ohio.

Trade Marks Granted

209,708. Disinfectants. Frank S. Lyndall, doing business as Elbar Laboratories, Chicago, Ill. Filed Oct. 24, 1925. Serial No. 222,264. Published Dec. 1, 1925.

209,684. Cleanser in powder form. Meyer

Levin, doing business as Jof and Gee Chemical Co., Newark, Ohio. Filed Aug. 26, 1925. Serial No. 219,398. Published Dec. 8, 1925.

209,960. Soap and cleaners—namely, for metals, bathtubs, lavatories, tile floors, sinks, painted, varnished and enameled surfaces, automobiles, furniture, terra cotta, marble, tile, walls, doors, floors, window sills, interior woodwork, ships, boats, and railroad coaches. Minute Chemical Co., Chicago, Ill. Filed Sept. 21, 1925. Serial No. 220,558. Published Dec. 8, 1925.

209,967. Insect Destroyer. Gaffney & Cord, Philadelphia, Pa. Filed Sept. 14, 1925. Serial No. 220,226. Published Dec. 1, 1925.

209,968. Metal Polish. Hermon W. Howard, doing business as H. W. Howard Co., Washington, D. C. Filed Sept. 12, 1925. Serial No. 220,191. Published Dec. 8, 1925.

210,098. Tooth Paste. Anthony K. Dellarowe, doing business as Dellarowe Drug Company, Hollywood, Calif. Filed Sept. 14, 1925. Serial No. 220,219. Published Dec. 15, 1925.

210,428. Liquid Paste and Powder, Soaps, and Cleansers—namely, chips, laundry, powder, and toilet. B. A. Railton Co., Chi-

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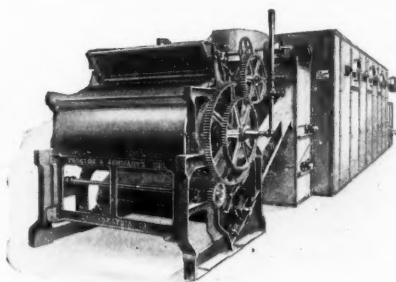
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cago, Ill. Filed June 29, 1925. Serial No. 216,638. Published Aug. 25, 1925.

210,436. Soap. James S. Kirk & Company, Chicago, Ill. Filed June 13, 1925. Serial No. 215,745. Published Dec. 15, 1925.

210,439. Soap, particularly Flake Soap. Woodley Soap Manufacturing Company, Roxbury, Mass. Filed June 10, 1925. Serial No. 215,612. Published Dec. 15, 1925.

210,537. Washing Compound. Household Necessity Company, San Francisco, Calif. Filed Dec. 20, 1923. Serial No. 189,937. Published Dec. 15, 1925.

210,592. Dry-Cleaning Detergents. American Disinfecting Company, Sedalia, Mo. Filed Nov. 4, 1925. Serial No. 222,774. Published Dec. 15, 1925.

210,594. Soap. The Palmolive Company, Chicago, Ill. Filed Nov. 5, 1925. Serial No. 222,870. Published Dec. 15, 1925.

210,609. Soap. John T. Stanley Co., Inc., New York, N. Y. Filed Oct. 15, 1925. Serial No. 221,786. Published Dec. 15, 1925.

210,717. Tooth Paste. Clarence K. Reiman, and Walter Curtis Miner, Trustees of San Albus Products Associates, Boston, Mass. Filed Oct. 31, 1925. Serial No. 22,626. Published Dec. 29, 1925.

210,744. Compound for Polishing Metal. A. O. Betts Mfg. Co. Inc., Kansas City, Mo. Filed Aug. 12, 1925. Serial No. 218,728. Published Dec. 22, 1925.

210,750. Automobile and Furniture Polish. Ben Goldstein, Rochester, N. Y. Filed Oct. 24, 1925. Serial No. 222,236. Published Jan. 5, 1926.

210,771. Germicides, Disinfectants, and Deodorizers. Louis H. Guard, doing business as Guard Germicide Co., Geneva, N. Y. Filed Nov. 3, 1925. Serial No. 22,745. Published Dec. 29, 1925.

210,772. Insecticides. Louis H. Guard, doing business as Guard Germicide Co., Geneva, N. Y. Filed Nov. 3, 1925. Serial No. 222,746. Published Dec. 29, 1925.

210,870. Mechanic Hand Soap. Wm. H. Davis, Media, Pa. Filed Aug. 20, 1925. Serial No. 219,112. Published Nov. 17, 1925.

210,850. Toilet Soap. Lenthéric, Inc., New York, N. Y. Filed June 18, 1925. Serial No. 215,989. Published Dec. 29, 1925.

210,584. Shaving Cream or Soap. Twinplex Sales Company, St. Louis, Mo. Filed Nov. 27, 1925. Serial No. 223,947. Published Jan. 5, 1926.

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Sodium Fluosilicate

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These Items Must Be Moved**

Crutchers—

- 1 Houchin-Aiken 1200# jacketed (Vert)
- 2 Houchin-Aiken 1400# jacketed (Vert)
- 1 Houchin-Aiken 3000# jacketed (Vert)
- 1 Strunz 1500# jacketed (Horz)

Cutters and Slabbers—

- 1 H-A wood frame cross cutting table (power)
- 1 H-A steel frame cross cutting table (power)
- 1 Huber wood frame cross cutting table (power)
- 1 Huber wood Slabber (hand power)
- 1 Houchin-Aiken wood Slabber (power)
- 1 Houchin-Aiken steel frame Slabber (power)

Dryer—

- 1 Proctor Automatic Soap Chip Dryer, 1200# per hour, complete with chilling rolls

Engine—

- 1 Troy 15 HP. 7"x7" Vertical Engine

Evaporator—

- 1 Garrigue Glycerine 48" dia. 3 section complete with salting out pan, pumps, etc.

Filter Presses—

- 8 Filter Presses, Iron, 18"x18", 24"x24", 30"x30", 36"x36"

Foot Press—

- 1 Houchin-Aiken Foot Press

Frames—

- 150—1200# capacity—steel sides

Pumps—

- 2 Worthington Duplex Steam Pumps
- 6 Centrifugal and Rotary Iron Pumps

Flodders—

- 2—8"x10" Houchin-Aiken

Racks—

- 400 Wood Soap Drying Racks

Tanks and Kettles—

- 1—6' dia. x 10' high x 3/4" steel plate Soap Boiling Kettle with 2" closed and open coils
- 1—7' dia. x 10' high x 3/4" steel plate Soap Boiling Kettle with 2" closed and open coils
- 1—3/6" dia. x 2' 6" high x 1/4" Steel Plate jacketed open top Kettle
- 1—4'8" dia. x 3' high x 1/4" Steel Plate jacketed open top Kettle
- 2—6/6" dia. x 2' high x 3/8" Steel Plate open top Tank
- 1—5' wide x 6' long x 3" high x 3/8" Steel Plate open top Tank
- 4—4' wide x 5' long x 3/6" high x 1/4" Steel Plate open top Tank
- 1—4'6" wide x 15' long x 3' high x 3/8" Steel Plate open top Tank
- 1—5' wide x 13' long x 9'6"x1/2" Steel Plate open top Tank
- 1—6' wide x 16' long x 3'6" high Steel Plate jacketed open
- 1—8' dia. x 6'x2" wood (pine) galv. iron lined open top
- 1—5' wide x 13' long x 5' high 3/8" Steel Plate open top

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- 1000, 1500 and 4500 lb. Perfection Crutchers
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- 3 and 4 Roll Stone Mills
- 4 and 5 Roll Steel Mills
- 5x7 Crystallizing Rolls
- Blanchard Nos. 10A and 14 Mills
- 4", 6", 8" and 10" Plodders
- H-A and Huber Foot Presses
- Anderson Oil Expellers
- Proctor Continuous Dryer
- 2 Bleaching Tanks Agitated
- Scouring Soap Press
- 4 Powder Mixers
- Champion Slabber
- Storage Tanks
- Amalgamator
- 4 Dopp Kettles
- Acme Remelters
- 2 Wrapping Machines

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Soap powder weighing, packing and sealing machines.
Vertical screw crutchers.
Iron and cypress tanks—all sizes.
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Small remelters; Soap pumps.
Ralston soap press; Soap frames.
Foot press; Wooden slabber.
Power and hand-power cutting tables.
United soap wrapping machines.
Wax wrapping machines.
24" and 30" Sperry filter presses.
"Philadelphia Textile" soap powder crystalizers.
Double and single effect Swenson evaporators.
Glycerin distillation plant.
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